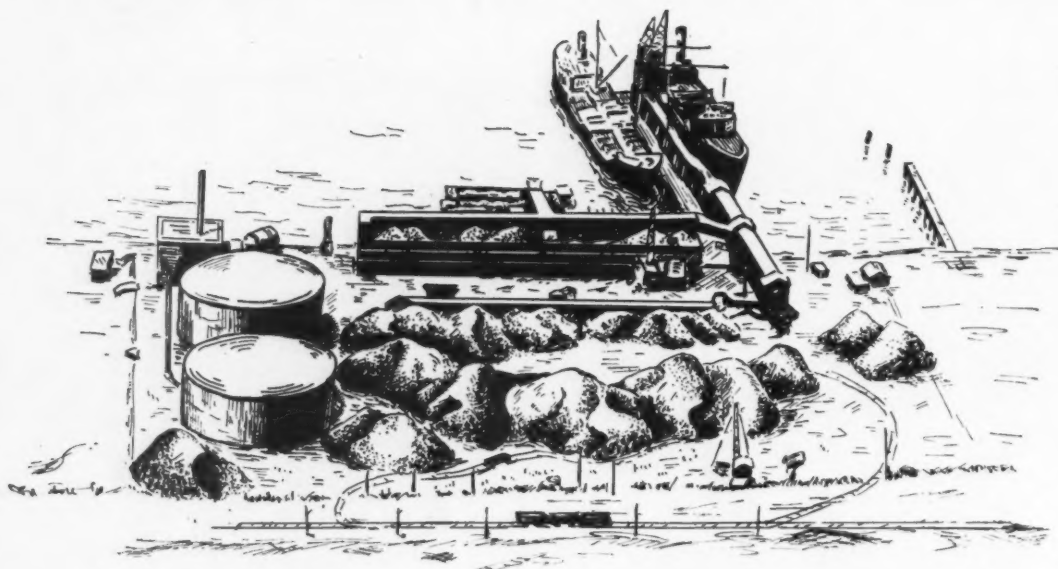




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**APRIL
1946**



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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 24 - NO. 4 - APRIL, 1946

L. M. BINGHAM, Editor

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There are men and women here at Gray who will tell you that the sweetest music of all is the hum of a power lathe or the rhythmic "crum-m-p" of a die caster.

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To discover and encourage such latent talent, and to perpetuate the memory of Gray employees who gave their lives in the service of our country, Gray established a living Memorial — a Music Memorial — at the well known Julius Hart Musical Foundation in Hartford. It provides scholarships available to Gray employees or their children.

Gray has only one reason for publicizing the idea — the earnest hope that other organizations, manufacturing or otherwise — will establish similar Memorials.

If you'd like a pamphlet which explains the plan in detail, write to Mr. Norman Markel, c/o The Gray Manufacturing Company, 16 Arbor Street, Hartford, Connecticut.

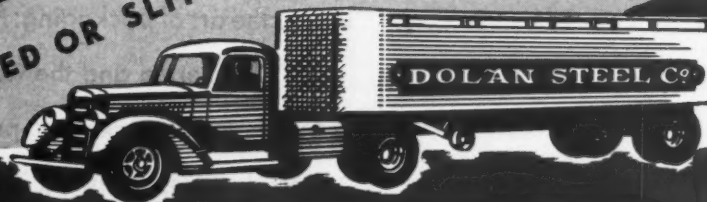
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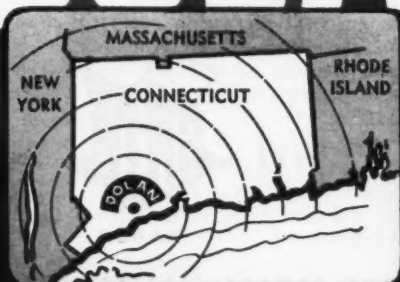
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The Wage-Price Dilemma

By ALFRED C. FULLER, *President*



IN these days when there are several times as many dollars which their owners are anxious to exchange for goods as there are available products, there is ample reason for widespread fear of a rapid decline of the dollar's purchasing power. If such a condition is allowed to continue, the black and gray markets of today, as so well described in the April 1 issue of Life Magazine, will come to be the normal markets. If that should happen the people's savings will disappear like a novice's dollars at a gambling table. The moral code of fair business dealings will lie broken, and no one will profit except a small group of speculators.

That something more workable and stimulating to productivity must be done than heretofore accomplished by OPA and other government agencies operating under President Roosevelt's "hold the line" order, was publicly acknowledged for the first time by President Truman on February 14 when he declared inflation to be our greatest enemy in the immediate period ahead, and immediately implemented his words with an executive order creating the Office of Economic Stabilization. That a more workable wage-price policy must be inaugurated was realized, however, many months before by manufacturers who, after a heroic struggle to reconvert to peacetime operations, discovered that they could not pay workers the wages they demanded and at the same time sell many of their products at the 1942 price ceilings. In fact, the majority of the companies visited during the Association's Reconversion News Tour last October indicated that both production and employment were being hampered by the delays occasioned by waiting for OPA approval of prices that would permit selling certain of their products in greatest demand at prices which would allow them to break even or make a modest profit.

The administration's former hold-the-line policy didn't work because the line wasn't and couldn't be held while labor was induced to demand, and permitted to get wage increases, which pushed cost of production to levels where scores of needed products could no longer be manufactured and sold in quantity at 1942 price levels. Although the wage-boosting, price-holding policy was justified by the Administration as a means of creating purchasing power and forestalling inflation, it should have been clear to any government economist, worthy of the name, that production and not wage increases creates real purchasing power; that money to spend without an adequate supply of products to buy is the chief accomplice with government deficits which promotes inflation. It should have been clear also that manufacturers who had increased straight time hourly rates above 33% (or above the increases in the cost of living) from January 1941 to V-J Day, could not, in the majority of cases, produce goods and sell them at 1942 prices.

The new price policy has little more to recommend it except promises of speedy action on industry's requests for price increases. It still provides for pressuring through wage increases with the aid of government mediators and the spreading of the wage increases won in a basic section of the industry to become a pattern for all segments of that industry. Nor have the OPA formulas for estimating proper prices for 8 million products produced by 3 million businesses been changed. How then may we expect to get maximum production with the same set of rules which failed before?

From all over the nation and from Connecticut comes indisputable evidence that "bread and butter" items, like clothing and food and others necessary to the all-important housing program and to the furnishing and refurnishing of millions of homes, are being produced either not at all or in quantities not exceeding, in many cases, 50% of capacity. This sad state of affairs has been created because of the delay or inability to obtain price approval from OPA that will permit manufacturers to produce to the maximum without facing certain bankruptcy or a complete shut-down and liquidation. No man can work or operate a business for long without taking in more money than he spends, nor can any group of stockholders be induced to make up deficits caused by government to avoid bankruptcy.

Something must be done—and soon, if we are to have real price control. Mr. Bowles, who made a fortune in the advertising business, has proved by selling a large segment, if not a majority of the American people, on price control by OPA, that he is a master of the art of selling ideas as well as products. Unquestionably with all sincerity he has bludgeoned Congress and the people of the country, day after day, week after week and month after month until many people shudder to think what would happen if OPA controls on all manufactured goods were released. Repetition, the secret of good advertising technique, has been used in such a masterful manner that even many business men as well as millions of housewives, are fettered in thinking through our present dilemma to discover another possible way out. They confuse the idea of price control, as used during the war to discourage production of consumer goods and encourage war production, with a government price control never before used in this country in peacetime.

(Continued on page 23)

Research — Your Wasted Resource

By PHILIP JOHNSTON, Johnston Research Associates, Hartford

THE APPLICATION of better methods of performing operations in your plant discovered through research has always been important to the company which desired the greatest guarantees of future success. Now the discovery and application of better methods represent about the only method under management control to avoid liquidation while operating under price ceilings. The author of this article, now engaged in research activities for a number of clients, was a former high ranking officer in the Ordnance Dept., U. S. Army.

OUR title is a painfully realistic parody on the usual glowing accounts written about the possibilities of technical research.

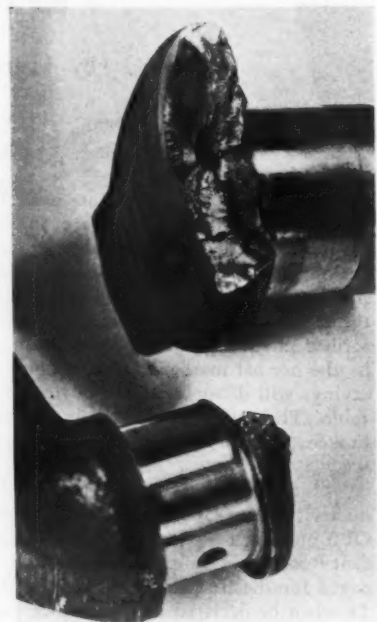
It is impossible to read the Government's excellent report, "RESEARCH—A NATIONAL RESOURCE," or scan the papers on "THE FUTURE OF INDUSTRIAL RESEARCH" given at Standard Oil's recent symposium without feeling a sense of "lift" into a world of better products. But getting down to cases in your own plant, how has research been applied to improve your products and processes over pre-war standards? How will you benefit by research in the next couple of years? Those are the practical questions, and the answers are discouraging for most moderate sized plants such as we have in New England.

The big corporations have no complaints. They quietly break ground

for another laboratory, and hire a staff that can investigate, digest, and utilize every possible technique applicable to their products. The "little man" has his resources too, but his nuggets lie buried in a mountainous mass of technical literature. He is faced with the paradoxical situation of having too much technical information available, information which his few executives, occupied by their multiple duties of plant operation, can hardly assimilate, much less apply to their own products.

And there is our wasted resource—our failure to appreciate and to exploit commercially every new technical solution. The researchers can only offer the results of their genius, ingenuity, and just plain perspiration; the manufacturer must be keen enough to take the final step of converting the new found skills into usable products.

We are not discussing now long



DESIGN FAILURE. The sharp fillets encouraged fatigue.

range development programs such as harnessing atomic energy or weather prediction by radar, but rather the little publicized, completed techniques of yesterday which with a few twists here and there can be applied to a multitude of varied products.

One of the cleanest cut examples is the recent development of a weighing device. Just a few years ago a young man was given the fundamental problem of determining the stretch in a metal test specimen subjected to a high speed load. He remembered from his physics class that the smaller a wire is, the less current it will pass; so he taped a wire to his test specimen, stretched both wire and specimen together, and read the current change as the wire grew longer and thinner. Next came the important step from the commercial point of view. Someone who made the effort to watch every technical development for possible application to his own market asked, "Why can't we take a short metal rod, tape the wire on, and read the current change when an unknown weight is placed on the rod and compresses it ever so slightly?" It was



POOR DESIGN in a stamping press shaft. Fatigue failure originated at the bearing journal fillet.

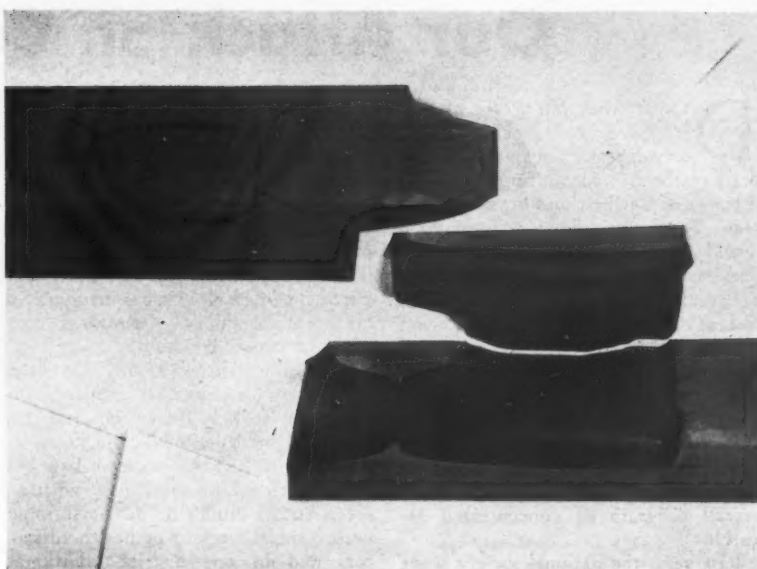
ried and with some capable men on the job, a kit was soon developed for weighing airplanes for even load distribution. The remarkable feature was that the kit weighed only fifty pounds; it had three "weighing capsules," one to be placed under each wheel, and it would record the weight and load balance of the largest plane built—a far cry from wheeling three bulky platform scales around an airport.

That is applied research, the taking of a fundamental concept and utilizing it for a practical end. Perhaps we could call it the twentieth century counterpart of Yankee ingenuity. The original New Englanders first learned all the basic fundamentals from European craftsmen, then tied together string, wire and gears to make their own most amazing assortment of devices. Our plant executives here have not lost their inventiveness, but now that technical progress is accelerated, many are missing out on the present day "fundamentals" on which new products can be built.

We have taken a quick glance at the technical tempo a plant must meet to bring out new products instead of existing on a few "specialties" or living off the competitive crumbs from the big mass-producers. Now consider the possibilities of something much less complex than the introduction of new products, the opportunities which may be missed by not applying new techniques in manufacture or improvement in design of your present products. There are many examples of interest to specific industries such as the new applications of clad, extruded, or precision cast metal; but a more basic problem applicable to every manufacturer whether he be making brass, steel, plastics, milling machines, or pogo sticks is the search for the most up-to-date design and application of engineering materials.

Every design which involves motion of the component parts automatically introduces into the members alternating stresses, whether they be reversed bends, stretches, or twists. The accepted method of design used to be to base calculations and tests on static loads and then make the part anywhere from ten to twenty times heavier on the guess that it would then withstand the oscillating loads.

Gradually it became obvious that whole new vistas in increased machine speeds and reductions of weight, cost and service failures could be achieved by using new formulae and tests of



ROLLERS RAN on this machine rail. Failure started at the sharp corners and fracture occurred after 637 hours.

materials based entirely on the dynamic conditions encountered. Stresses in materials can be compared to water flowing in a stream—a break in the continuity of the metal such as a shoulder, oil hole or surface crack causes stress turbulence much as a boulder creates water eddies. The answer is not to make the stream wider but to ease the flow around the boulder. In engineering terms it means avoid the stress concentrations, the spot where thousands of repeated pushes and pulls finally open a crack for a typical "fatigue" failure.

The solutions are often simple, often anomalous. If an expensive, very hard piece of steel with surface irregularities fails from fatigue, replace it by a weaker, cheaper piece. The latter's lack of cultured upbringing gives it an inherent ruggedness to withstand repeated loads. The stamped-in patent numbers on an airplane propeller have caused it to fail in flight. A forked member will take higher loads if metal is actually removed from the sharp juncture of the angle. A collar clamped on a shaft or even a small profiled keyway can cut shaft life in half. An undercut at the end of a bolt thread will decrease the diameter but will increase the life of the bolt under repeated loads; and an undercut on a nut can transfer the dangerous stresses from the stud to the nut where they can be absorbed more easily.

Use any approach but keep the stresses from concentrating at a criti-

cal point. The photographs show what can and did happen on expensive equipment of well known manufacturers.

The examples just mentioned were purposely chosen as minor design details which can materially affect the life of a complete mechanism. By the same reasoning, a dynamic analysis may be applied to all critically stressed parts. That is the new engineering answer to service failures, to vibrations, and noise; it is management's new answer to the demand for products of high speed, lighter weight, and lower cost.

Test data have been amassed by the laboratories, formulae have been evolved by the mathematicians, and engineers can be found to apply them. For designs too cumbersome to calculate, machines are available to impose anticipated field service loads on a finished piece to permit watching its behavior under different shapes, heat treatments, surface finishes, or compositions. Surface coatings can be applied to register the stresses. Parts can be formed from a plastic material and the stresses actually seen by polarized light, a means which was recently used on the seemingly simple job of shaping cams for a hand operated box strapping machine. All of these are the facilities that research is offering. If they are not used when needed they are opportunities overlooked, they are resources wasted.

(Continued on page 29)

Our Attack on Cancer

DURING the four years of war we have been shocked as the casualty lists came in. Our dead at the last accounting numbered 249,341 of our best and bravest young men. Even that figure, however, is dwarfed in comparison with the approximately 660,000 who died of cancer from the beginning of 1942 to the end of 1945. The American Cancer Society in 1944 decided the time was overdue for a broad and effective program for cancer control. Every year, thousands of needless deaths were occurring. Then, too, during the war, members of the society had seen the wonders that could be worked by an overall program of concentrated research.

Last year, the national society went to the people of the country for \$5,000,000. Connecticut residents contributed \$150,000. The more than \$65,000 which went to the national research program was the largest gift for research on a per capita basis made by any state in the union.

For use within the state there was

\$80,211.96. The question: How should the fund be used so that every resident of the state would be served to best advantage?

In retrospect, the society would seem to have done a praiseworthy job. Working in cooperation with the State Tumor Committee and the State Department of Health, it has inaugurated an effective, publicly sponsored program of cancer control.

In Connecticut, \$17,000 has been set aside for research projects—in Hartford, at New Britain hospital and at Yale University Medical school.

Before 1945 the society had no funds with which to aid the twenty-seven tumor clinics or districts. Some needed social workers or health educators and in one district additional nursing service was required through the Visiting Nurse Association. Help of this type was provided last year in Bridgeport, New Britain, New Haven, New London County, Windham, Hartford, Greenwich and Danbury.

The state earmarked \$6,800 for public education, needed more urgent-

ly in connection with cancer than any other disease. Additional funds also were used for this purpose locally.

In spite of the great strides made in 1945, so much remains to be done! Research on an even greater scale must be maintained if the answer to this disease is to be found. Research men and members of the medical profession are more hopeful today than ever that an effective means of treatment will be discovered.

Services are needed that are so simple it seems impossible there are not funds for them now. Take the matter of sick room equipment. Many families do not have money with which to purchase it. One district is assembling two trial "loan cabinets," composed of a wheel chair and other needed sick room supplies, to be loaned to such families. Extensive studies are being made to determine if more visiting nurses are needed for patients in their own homes.

Sometimes a case arises where actual funds are needed. One district reported one of an elderly man who required a week's hospitalization and extensive tests to determine the presence of cancer. The patient could not meet the costs, nor was there any fund available for this purpose. The local branch of the society, with a wary eye on its diminishing resources, made an exception and the following week the man entered the hospital.

Those seeking counsel and advice from workers on the cancer program have one great question: "Where can I go for a thorough, exhaustive examination for cancer? Is there a prevention clinic in Connecticut?"

All these matters come within the scope of the national society and its state and local branches. They represent, in Connecticut at least, valuable and much needed services that are vitally important adjuncts to the outstanding work being done by the Division of Cancer Research, State Department of Health.

In preparation for a program commensurate with the problem, the American Cancer Society will conduct a national campaign during April for \$12,000,000. Of this amount Connecticut has been asked to contribute \$277,440. Sixty per cent of that—or more than \$166,000—will remain in the state.



THIS PHOTO WAS TAKEN at the banquet in Hartford at which Jesse W. Randall (right), president of The Travelers Insurance Companies, accepted the chairmanship of Connecticut's \$277,440 drive for cancer funds being held during April. Left to right (standing), Emerson Foote, New York, official of National Cancer Society, and Harry F. Morse, New Haven, executive vice-chairman of 1946 Cancer Fund Drive. (Seated) Dr. A. Nowell Creadick, New Haven, president of the Connecticut Cancer Society; Governor Baldwin, honorary chairman of Cancer Drive, and Mr. Randall.



A GROUP of veterans attending one of the weekly sessions of the Hartford Times Man-Marketing Clinic.

Veterans Learn How to Sell Themselves

MANY veterans who have been out of touch with the business world during the last three years are learning the art of successful job-hunting through the efforts of the Hartford Man Marketing Clinic.

The clinic, which meets every Tuesday night in the Home Institute Rooms of The Hartford Times, might well be called a "school for jobs," for it offers valuable pointers on how to "sell yourself." It is an outgrowth or revival of similar clinics held in 1940 and 1941 at the Hartford Electric Light Auditorium under the auspices of the Hartford Times, with the cooperation of the Manufacturers Association of Connecticut.

It is founded on the sound principle that "you can get the job you want, provided you have the proper qualifications and present them effectively to a sufficient number of firms requiring those services." It's true and it works!

The Sales Managers' Club and The Hartford Times became the sponsors. Veterans, and non-vets, too, were issued invitations to attend.

Those who have visited the clinic—a modified open forum discussion presided over by a guest analyst—have not only been enthusiastic over the advice received but have been sparked into applying for (and getting) good positions. Some 40 members have obtained jobs from clinic inspired ideas.

Not only has the clinic supplied a most essential service to the job-hunters but it has made a real contribution to industry as well. Through training and grooming at the meetings, applicants are able to talk more effectively to employers, and to take much of the guesswork out of hiring. They know what to say, something that about 90 per cent of the men applying for jobs lack.

Presiding at each meeting are one or more "guest analysts"—men from industry and business who give criticisms and suggestions to clinic members. Experience derived from years of service in the business field is applied to each problem confronted at the sessions. All analysts urge that applicants map a careful campaign involving letters, telephone calls on occasions, experience outlines or brochures and a definite plan to follow during the actual interview. They stress that each of these media constitutes definite steps on the road to jobs and that each must be mastered.

Many veterans find after a careful analysis of their experiences and qualifications, that the job they always wanted just wasn't suited for them and that they were much better fitted along another line. Hence, the clinic lays particular emphasis on a careful and objective self-analysis.

The clinic sessions are informal in every respect. Ample opportunity is

afforded everyone to speak his mind and to question the analyst as well as fellow members. Letters are read and criticized. Frequently many clinic enthusiasts keep attending the meetings long after they have obtained their jobs. Their advice, resulting from actual failures and successes in job-hunting, proves particularly valuable.

Techniques must be varied according to the ability and the personality of the applicant. The person who is bashful and uneasy when being interviewed is taught to rely more heavily on letters and to take an experience outline with him for the interviewer to look over. Others who are able to talk effectively do not find it necessary to lean so heavily on a prepared brochure during an interview.

The formula for jobs expounded at the clinic is not magic, however. Applicants still must have the ambition, to "follow through" with the newly learned knowledge and to keep plugging until the goal is reached. However, armed with the right tools and a knowledge of how to use them, he has a running start on most of his competitors.

(If any local associations, chambers of commerce, sales, advertising, or other clubs in other Connecticut cities are interested in organizing a Man Marketing Clinic, a letter to the editor of *Connecticut Industry* will bring helpful suggestions.)

NEW HAVEN LIKES PROGRESSIVE

**One of Every Ten Main Office Cash-Payment Customers
Pays Bills Without Leaving Car, at Co.'s Drive-in Pay Stations**



THIS PHOTOGRAPH shows United Illuminating's Drive-in Pay Booths as seen from George Street. Service is so prompt and space for cars is so adequate that traffic jams and long waiting lines don't occur.

PAYING a light bill in New Haven these days is just as simple and almost as quick as paying a toll on the Merritt Parkway. Whatever the weather, and despite the traffic, a United Illuminating customer has only to drive up to a conveniently located booth and pay his bill, without stepping out of his car. Even under poorest weather conditions he is protected from rain or snow by a roof which overhangs the car as he drives alongside.

Sounds good, doesn't it? Well, it is good . . . and this is proved by the

fact that so many people like it. Customers like it because they don't have to struggle with traffic and hunt for parking space. The New Haven Police Department likes it because it does away with traffic snarls and double parking. And United Illuminating likes it because its customers like it.

The Police Department, by the way, was most cooperative when the plan was first beginning to take shape by helping to design the stations so as to minimize possible traffic congestion, both on the Company's property and in the adjacent street.

Traffic through the station is one way (see map of lay-out at right), with the customers proceeding around the island so that they can stop at either side of either of the two booths. The booth space accommodates ten cars at a time. This almost precludes the possibility of any customer's car ever having to wait either on the sidewalk or in the street.

The architecture of the booths, designed by Leo Caproni, Architect, is such that they fit in with the Company's adjacent Main Office building. This makes them immediately identi-

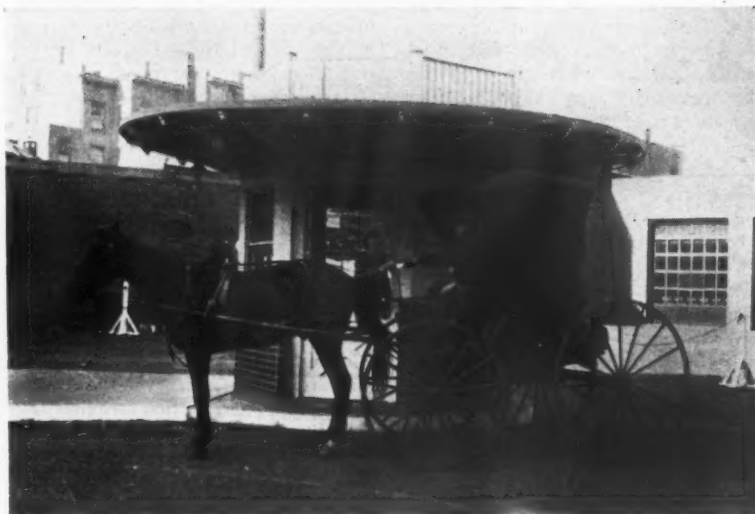
SIVUNITED ILLUMINATING CURB SERVICE

fiable as United Illuminating property.

The booths are electrically heated, and are equipped with Dutch doors with sliding panels, so that in winter the cashiers are exposed to the cold as little as possible. Telephones connected with the Company's switchboard maintain communication with the main office. By this means, the cashier can reach any department in the Company from which he may need information about a particular customer's bill.

United Illuminating's Drive-in Pay Stations have been in use since October 13, 1941, and the Company knows now that installing them was a good thing to do. Since their inauguration, practically every sort of vehicle, other than river scows and helicopters, has stopped for its occupant to pay a bill.

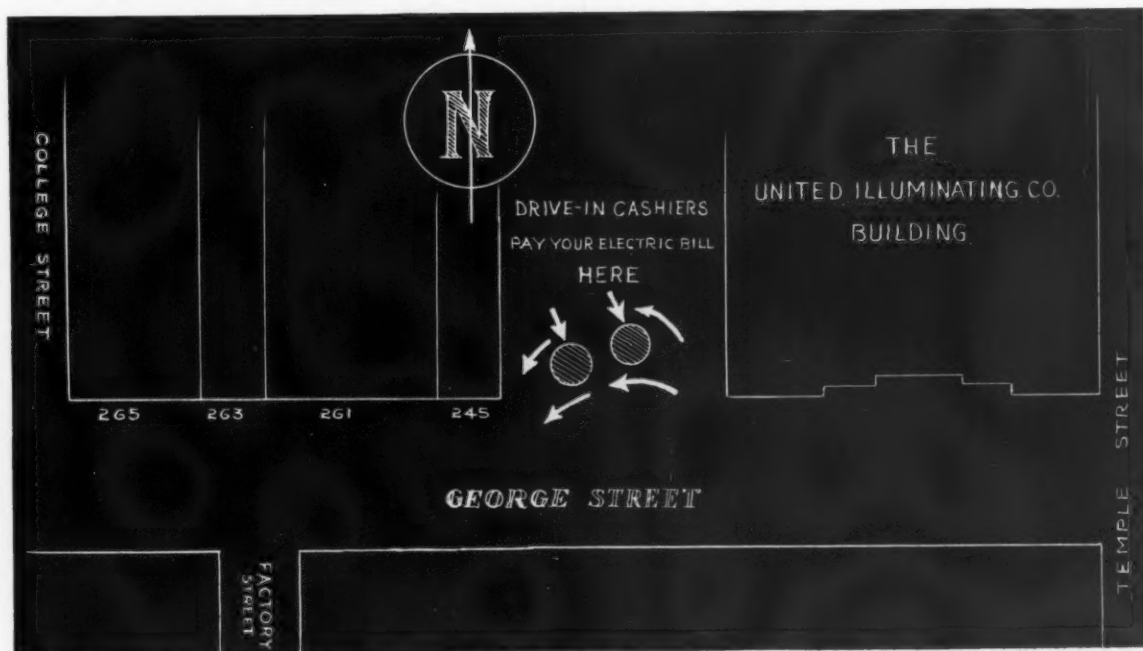
There have been jeeps, motor scoot-



YES, YOU CAN believe your eyes . . . and this is a monthly visit by a regular customer, not a posed photograph. United Illuminating's Drive-in Pay Booths are not a horse-and-buggy venture, however. Their desirability is proved by the fact that one of every ten main office customers pays his bills here.

ers, horseback riders, and once a bus loaded with passengers stopped in long enough for the driver to pay his bill.

And as for helicopters, the Company wouldn't be surprised to have a visitation by one of them at any time.



MAP SHOWING location of Drive-in Pay Booths.

Association Committees and What They Do

REALIZING that an army moves and performs more efficiently when it is properly fed, much care has always been given by the Quartermaster Corps to the selection and adequate preparation of the right kinds of food for soldiers. With similar reasoning, organizations like the Manufacturers Association of Connecticut and chambers of commerce appoint executives from their member companies to serve on various committees who are constantly selecting and serving "mental food" in the form of suggestions and advice to the entire organization through the headquarters staff. Regardless of the experience of the headquarters staff, various active, standing and special committees are needed, not only to promote democratic methods within the organization, but also to contribute advice and suggestions that will both reflect a cross-section viewpoint of the membership and recommend the wisest course of action.

Ever since the Association was launched as an informal group called "The Society for the Protection and Promotion of Connecticut Industry" in 1815, there have been committees composed of men of the broadest business experience. During the early years before incorporation as a non-profit corporation in 1910 and for some time

later until World War I these committees centered their efforts on various phases of state and federal legislation affecting industry of the state. Since that time, there has been a continuing but constantly changing development in the work undertaken by committees.

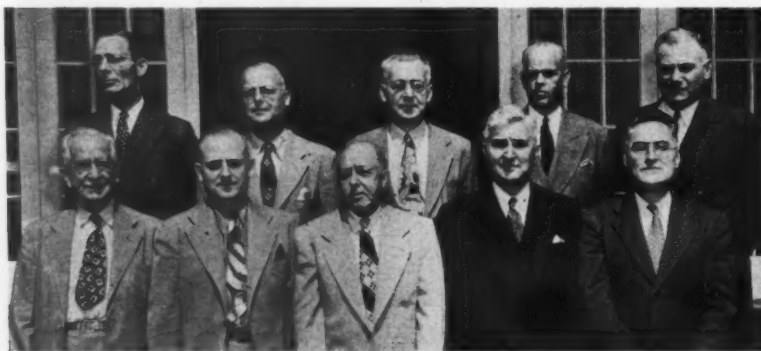
Some committees are what may be called "active" committees because they are called upon to deal continuously with constantly changing current problems of vital importance to Connecticut industry. Other committees may be termed "standing" committees because their function is to be ready for action whenever the subject under their jurisdiction requires reconsideration and recommended action. The third type of committees, of which there have been many during the years, are known as "special" committees which are appointed to deal with a specific problem which is frequently solved in a reasonably short time and the committee either dissolved or given the status of a standing committee to deal with any recurrence of the problem.

Generally speaking, the largest organizations covering the greatest areas have more committees than the smaller organizations serving comparatively small areas. However, the general pattern varies with the particular views

of the Board of Directors and management of any given organization. The Manufacturers Association of Connecticut may be said to have taken a middle of the road course. Operating as it does in a small state where any point can be reached by car from headquarters in not more than two hours and by telephone rather inexpensively in a matter of minutes, it is comparatively easy to get quickly a cross-section of member opinion on almost any subject without the necessity of creating special committees each time some new problem occurs. For this reason, the Association has felt it more advisable to get quick cross-section opinion from membership in order to conserve the time of its busy member executives rather than to attempt to dramatize itself by the appointment of a succession of special committees. However, because of the varying interests to be served, there have been a number of these special committees created over the years which have rendered invaluable service. Then, too, much valuable advice is secured from the close cooperation of the Association staff with various organizations of men who are employed by Association members, such as engineering societies, advertising clubs, industrial and public relations groups, accounting and credit organizations and many others. The solution of specialized problems is also further aided by the maintenance of cooperative relationships with state and many federal agencies as well as with many other state and national organizations.

Association Committees

At present, the Association is being served by eight committees with a total membership of nearly 100 executives who are giving freely of their valuable time to serve what they believe to be the best interests of Connecticut industry, and through industry, which bulks so large in the economy of the state, all the people of Connecticut. Although we have been able to secure photos of five of these committees, which appear in this article, unfortunately none of them shows all members because it is practically impossible for all members to be present at any one meeting. Then, too, there have been some changes in the make-up of some committees since the photos were taken.



TRAFFIC COMMITTEE (Back row, left to right): H. Wyatt, Traffic Manager, Landers, Frary & Clark, New Britain; Arthur O. Conway, Traffic Manager, McKesson & Robbins, Inc., Bridgeport; W. F. Price, Traffic Manager (Chairman), The J. B. Williams Co., Glastonbury; R. A. Oehl, Traffic Manager, Bigelow-Sanford Carpet Co., Thompsonville; N. W. Ford, Exec. V. P., The Manufacturers Assn. of Conn., Inc., Hartford. (Front row, left to right): C. G. Phillips, Traffic Manager, National Folding Box Co., New Haven; A. D. Spang, Traffic Manager, Winchester Repeating Arms Co., Div. Olin Industries, Inc., New Haven; J. F. Atwater, Mgr. of Transp., The American Hardware Corp., New Britain; W. H. Pease, General Traffic Manager, Bridgeport Brass Co., Bridgeport; J. M. Stuart, Traffic Manager, The Stanley Works, New Britain. Other members of the Committee absent when the photo was taken are: James B. Griffin, Supt. of Traffic, Scovill Manufacturing Co., Waterbury; L. N. Mitchell, Traffic Manager, International Silver Company, Meriden.

Traffic Committee

The Traffic Committee is among the oldest of all Association committees, having been organized in 1918 to recommend ways and means to overcome conditions that adversely affect transportation in New England and to take steps to promote new and improved transportation services that will enable Connecticut industry to compete even more successfully with industries located nearer to sources of raw materials.

This committee, made up of long-experienced traffic managers, is one of the "active" committees which meets monthly to review the efficiency of existing services, to consider what action should be taken in connection with any transportation cases that may be current or contemplated and to make suggestions for the improvement of present services or the inauguration of new ones. The committee was originally under the chairmanship of J. F. Atwater, transportation manager of the American Hardware Corporation, who was one of the original champions of the idea of organizing it early in 1918 during a strike of the longshoremen and teamsters in New York City, which made it necessary to secure rates and service for shipment of Connecticut products via Providence rather than New York. Mr. Raymond French, formerly an official of a Bridgeport manufacturing plant, later WPB director for Fairfield County, and now in charge of development work for the Bridgeport Chamber of Commerce, was the second chairman. He was succeeded by Mr. W. H. Pease, traffic manager of the Bridgeport Brass Company, who served continuously for 19 years, resigning only recently to be replaced by Mr. W. F. Price, traffic manager of The J. B. Williams Company, Glastonbury.

Workmen's Compensation Committee

This committee, which is also among the oldest of the Association's committees, may be called a "standing" committee because it only meets to consider proposed changes in existing workmen's compensation laws of the state. Its constant interest lies in reviewing the workings of the present law and in the determination of what, if any, changes may be made to improve either the law itself or its administration. The committee, headed by Mr. C. H. Granger, general manager of Waterbury Tool, Division of



FOREIGN TRADE COMMITTEE AND GUESTS (Front row, left to right): J. Grover Middleton, Export Manager, Capewell Manufacturing Co., Hartford; James E. Bryan, President, The Undine Twine Mills, Inc., Moodus; Harold W. French, VP, The Bridgeport Hardware Manufacturing Co., Bridgeport; Leonard B. Hough (Chairman) VP, The Collins Company, Collinsville; Herbert F. Beebe, Retired (Honorary Life Member); Fred D. Lehn (Former Member and Guest), Treas. and Asst. Sec., Underwood Corporation, New York City and Hartford. (Back row, left to right): A. H. Payson, VP, American Thermos Bottle Company, Norwich; A. Kanzler, Manager Traffic and Order Dept., Pitney-Bowes, Inc., Stamford; H. G. Farwell, Raybestos Manhattan, Inc., Bridgeport; Charles Engelke, Export Manager, The Miller Company, Meriden; Edward B. Tracy, Export Manager, The American Brass Company, Waterbury; W. Adam Johnson (Former Secretary), Exec. VP, New Haven Chamber of Commerce; A. P. Keeler, Export Manager, The Fuller Brush Company, Hartford; Henry D. Rolph, Director of Export Sales, The Yale & Towne Mfg. Co., Stamford and New York City; Joseph M. Schaeffer, Export Manager, The Waterbury Farrel Foundry & Mach. Co., Waterbury. (In upper right corner, left): Anthony Ribadeneyra, Export Manager, Fairmont Aluminum Co., New York City and Stratford; and (right) C. E. Sutter, Export Manager, The J. B. Williams Co., Glastonbury.

Vickers, Inc., seldom meets except preceding or during the years in which the General Assembly is in session.

Industrial Relations Committee

This committee was formed in the summer of 1944 and has continued to meet each month with only one or two exceptions since that time. During the regime of the War Labor Board, three of the committee members were also industry members of the Regional War Labor Board. Operating under the capable chairmanship of Mr. C. F. Watkins, vice-president of the U. S. Finishing Company, the committee concerns itself with all types of industrial relations problems, and finally, after lengthy discussion, either makes general recommendations for distribution to the entire membership or renders specific advice to Association members requesting it. Besides issuing seven bulletins dealing with collective bargaining problems and labor contract provisions, the committee has issued two publications, the first dealing with the rights of returning veterans under the heading of "When the Veteran Returns," and the other, "The

Connecticut Labor Agreement Guide." The committee is currently launching a series of clinics throughout the state to assist members with their industrial relations problems by acquainting them with a number of practical solutions.

Joint Industrial Loan and Credit Committee

This committee, formed in February, 1945, was the outgrowth of a desire on the part of the Manufacturers Association to widen the scope of credit offered by private banking institutions, and the desire of the Connecticut Bankers Association to make better known the expanding scope of banking services offered through its members. Operating under the chairmanship of Mr. Milton H. Glover, vice-president of the Hartford National Bank and Trust Company, and under the vice-chairmanship of Mr. A. V. Bodine, president of the Bodine Corporation of Bridgeport, the committee has held four meetings of the entire committee and two meetings of subcommittees. Besides reviewing certain banking legislation proposed in



WORKMEN'S COMPENSATION COMMITTEE (Back row, left to right): N. W. Ford, Executive Vice President, The Mfrs. Assoc. of Conn., Inc. (Guest); Howard E. Geer, Safety Engineer, Underwood Corporation, Hartford (Guest); F. H. Waterhouse, Counsel, The Mfrs. Assoc. of Conn., Inc. (Secretary); C. H. Granger, President, Waterbury Tool, Waterbury (Chairman). (Front row, left to right): J. A. Gould, President, Pratt, Read & Co., Ivoryton; Alfred C. Fuller, President, The Mfrs. Assoc. of Conn., Inc. (Guest); George Hildebrandt, Vice Pres., American Hardware Corp., New Britain. The other member of the committee who was not present is A. J. Campbell, Vice President, Conn. Light & Power Co., Waterbury.



INDUSTRIAL RELATIONS COMMITTEE (Back row, left to right): Richard F. Berry, Secretary, American Hardware Corp., New Britain; H. H. Rennell, Secretary, C. O. Jelliff Mfg. Corp., Southport; Charles W. Bowman, Emp. Mgr., So. N. E. Tel. Co., New Haven; Alan C. Curtiss, V. P., Scovill Mfg. Co., Waterbury; Warren L. Mottram, Ind. Rel. Mgr., R. Wallace & Sons Mfg. Co., Wallingford. (Front row, left to right): James L. Dunn, V. P., Jenkins Bros., Bridgeport; Charles F. Watkins (Chairman), V. P., U. S. Finishing Co., Norwich; Frederick H. Waterhouse (Secretary), Counsel, The Mfrs. Assn. of Conn., Inc. The following members were not present when the photograph was taken: E. E. Armstrong, Dir. of Ind. Rel., Bridgeport Brass Co., Bridgeport; Carl Schedler, Dir. Ind. Rel., The Torrington Co., Torrington; Stanley M. Cooper, Ex. V. P., The Fafnir Bearing Co., New Britain; Joseph B. Burns, Attorney, The Fuller Brush Co., Hartford. Since the photograph was taken, Mr. Bowman has resigned and Martin A. Cattaneo, Assistant Vice President, Southern New England Telephone Co., has been appointed to succeed him.



JOINT INDUSTRIAL LOAN AND CREDIT COMMITTEE (Back row, left to right): Charles W. Bitzer, Vice President and Treasurer, Bridgeport City Trust Co., Bridgeport; L. M. Bingham (Secretary), Director of Development, The Mfrs. Assoc. of Conn., Inc.; John Woodward, Vice Pres., Phoenix State Bank and Trust Co., Hartford; Henry W. Jones, President, American Tube Bending Co., New Haven; Harold E. Read, Vice President, Hartford Connecticut Trust Co.; Roger E. Gay, President, The Bristol Brass Corp., Bristol; Gibbs Lyons, President, First Stamford National Bank & Trust Co., Stamford; G. Harold Welch, Vice President and Trust Officer, New Haven Bank, NBA, New Haven; Charles W. Neumann, President, Argus Engineering Co., Hartford; Earl W. Stamm, President, National Bank of Commerce, New London. (Front row, left to right): Alfred C. Fuller, President, The Mfrs. Assoc. of Conn., Inc. (Ex-officio); A. V. Bodine (Vice Chairman), President, Bodine Corp., Bridgeport; Milton H. Glover (Chairman), Vice President, Hartford National Bank & Trust Co., Hartford; Dwight L. Chamberlain, President, Connecticut Bankers Assoc. and the First National Bank &

Trust Co., New Haven. Members of the Committee absent are: A. E. Payson, President, American Thermos Bottle Company, Norwich; Donald S. Sammis, Vice President, Underwood Corporation, Bridgeport; and W. L. Cross, Treasurer, Thinsheet Metals Company, Waterbury.

the 1945 General Assembly, the numerous financial problems faced by manufacturers, reviewing reasons for disapproval of certain loans and discussing legal restrictions on bank loaning policies, the committee has given much thought and study to the need of establishing an equity capital or guarantee loan corporation. In fact, a subcommittee was appointed last summer to discuss the matter and later a sub-committee made further surveys on the subject, but has not yet arrived at a conclusion. The purpose of such a corporation would be to furnish funds or guarantees of loans made by banks to newly formed business ventures or to established companies for expansion purposes in cases where such loans could not be obtained through regular banking channels and were thought advisable by the equity corporation's board of trustees.

Because of the fact that the committee does not meet on a regular schedule each month, it may also be considered as a "standing" committee.

Foreign Trade Committee

The Foreign Trade Committee was originally started about 1927 to promote an expansion of Connecticut's foreign trade through encouraging and assisting industries of the state to enter or expand their operations in this field. Originally under the chairmanship of Mr. Herbert F. Beebe, export manager of the Winchester Repeating Arms Company, New Haven, the committee has been successfully headed by Mr. James E. Bryan, president of the Undine Twine Mills, who has spent his entire working life in the export field; Mr. H. W. French, vice-president of the Bridgeport Hardware Manufacturing Corporation; and Mr. L. B. Hough, vice-president of The Collins Company. Mr. Hough, as well as all members of the committee, has spent most of his working life in the export field. The committee meets monthly to discuss various current export problems, including one of the most important ones pertaining to exchange regulations, and to give assistance to both Association member companies and non-member companies who desire to meet with the committee for the discussion of either a general pro-

gram of exporting or of a specific foreign trade problem.

Unemployment Compensation Committee

This Committee concerns itself with the workings of the Unemployment Compensation Law and its administration. Originally it helped in the drafting of the law. Because the committee seldom meets, except during legislative years to consider changes it believes necessary or to make recommendations regarding proposals emanating from other groups, it may be considered a "standing" committee. The members of this committee who have given much time and thought to the proper functioning of the law within the state, are: George Hildebrandt, VP, The American Hardware Corp., New Britain; George W. Osborn, Office Manager, International Silver Company, Meriden; Richard W. Banfield, Sec. and Treas., Pratt & Whitney Div., Niles-Bement-Pond Co., West Hartford; R. S. Jessup, Scovill Manufacturing Co., Waterbury; F. A. Pearce, Asst. Treas., The Torrington Company, Torrington; Phelps Ingersoll, President, Wilcox, Crittenden & Co., Inc., Middletown; L. G. Stevenson, Asst. Treas., The Arrow-Hart & Hegeman Elec. Co., Hartford; J. J. Hermann, Compt., The Geometric Tool Company, New Haven; H. A. Papenforth, Sec. and Treas., The Trumbull Electric Mfg. Co., Plainville; Charles F. Pendlebury, Sec. and Asst. Treas., Veeder-Root, Inc., Hartford; F. H. Griffiths, Pres., Turner & Seymour Manufacturing Co., Torrington.

Finance and Taxation Committee

Like the Unemployment Compensation and Workmen's Compensation Committees, the Finance and Taxation Committee meets only during periods when Congress is considering changes in tax legislation which will affect employers or when the Connecticut General Assembly is considering state tax legislation. The committee is headed by Mr. Herbert J. Reeves, treasurer of The International Silver Company. Other members of the committee include: Fuller F. Barnes, President, Associated Spring Corporation, Bristol; C. L. Campbell, President, Connecticut Light & Power Co., Hartford; Harry B. Kennedy, President, Hoggson & Pettis Mfg. Co., New Haven; Newton C. Brainard, President, Case, Lockwood & Brain-

ard Co., Hartford; Robert J. Hodge, Vice President, American Buckle Co., West Haven; G. T. Carmichael, Vice President, The N.Y. N.H. & H. R.R. Co., Hartford; George T. Kimball, Chairman, American Hardware Corporation, New Britain; Austin D. Barney, Vice President, Hartford Electric Light Co., Hartford; Albert Dixon, Jr., Hadfield, Rothwell, Soule & Coates, Hartford; Emil J. Monde, C. P. A., The Trust Co. Building, New Haven; R. E. Gay, President, The Bristol Brass Co., Bristol; Richard W. Banfield, Secretary, Niles-Bement-Pond Co., West Hartford; Edward H. Heilman, Secretary-Treasurer, The American Thermos Bottle Co., Norwich.

Group Insurance Committee

This committee, originally headed by Norman Bertolette, President of the Hartford Gas Co., and now by Charles L. Campbell, president of the Connecticut Light and Power Company, was formed in the fall of 1943 to consider and finally recommend a group insurance plan under which member companies might avail themselves of insurance at low rates for their supervisory help. Since the plan was formulated and considerable insurance is now in force, the committee is not called upon to meet on any regular schedule. It may therefore be classified as a "standing" committee which will be called upon only when problems arise under the existing policy or when it seems desirable to promote more widespread acceptance of the insurance program. Other members of the Group Insurance Committee besides Mr. Campbell, chairman, are: John Coolidge, President and Treas., Conn. Manifold Forms Co., Hartford; H. B. Curtis, President, The Bridgeport Hardware Mfg. Company, Bridgeport; F. L. Dabney, Treasurer, Landers, Frary and Clark, New Britain; F. M. Daley, President, The Sponge Rubber Products Company, Shelton; James L. Dunn, Vice President, Jenkins Brothers, Bridgeport; A. C. Fuller, President, The Mfrs. Assoc. of Conn., Inc.; T. F. Hammer, President, Malleable Iron Fittings Company, Branford; James W. Hook, Chairman of the Board, United Illuminating Company, New Haven; Edward D. Ingraham, President, The E. Ingraham Company, Bristol; Frank H. Lee, President, Frank H. Lee Company, Danbury; Samuel G.

(Continued on page 29)

Stenographer Selector — First Aid to Efficient Hiring

By HOWARD DONAHUE*

SPREAD on your desk are five letters—the results of dictation tests given to five hopeful applicants for the stenographic position open in your organization. As you appraise the letters, perhaps no one seems outstanding. You find it difficult to decide from this comparison of work, even after refreshing your memory of the girls' characteristics by reviewing their letters applying for the job.

That is a problem faced by every employer who wants to be fair to each applicant and to his company, and yet be reasonably certain of choosing the stenographer best qualified for the particular job. The problem is complicated by the fact that the girl whose qualifications most closely match the job requirements, may not be the one who has made the most favorable showing in taking dictation and later transcribing her notes. As a step toward solving this problem in my own work, I devised the stenographer selector. Not intended as a substitute for judgment, the selector is a rating chart that provides a convenient method of evaluating several applicants. If three or four qualifications are of greater importance than others in a specific job, these are noted before the interview by starring (*) corresponding sections of the selector. This indicates that when ratings are assigned they are to be appropriately weighed. During the interview, the starred sections call attention to those special qualifications, reminding the employer to determine to what degree they are possessed by each applicant.

Immediately after each interview, the applicant should be rated on all qualifications except those having to do with the dictation test. Those points can be added later. It is important to complete as many of the ratings as possible while the interview is still fresh in mind.

The selector highlights educational, occupational, and personal qualifica-

tions. The actual rating, however, is usually limited to the last two classifications. But the applicant's education may be noted on the selector to provide a complete picture. If, for some reason, the particular job were limited to college graduates, all other applicants would have been screened out prior to taking the tests.

Outside activities both before and after graduation are often more revealing than scholarship records. Hobbies frequently develop organizing and leadership abilities that tend to make employees genuine assets to a company. For example, visitors often comment on the poise and graciousness of Beatrice K. Three years ago this secretary organized a literary club and from the start was on the committee to receive visiting authors. It's not surprising that the charm of an expanding personality, developed through those contacts, should carry over into her daily work.

There are counterparts of Miss K. in your own organization—girls whom

you would unhesitatingly classify as outstanding, perhaps not in every quality but at least in some. Such a basis of comparison is helpful in judging applicants. Just select the employee whom you consider outstanding in a qualification, and decide whether the applicant measures up as Outstanding, Acceptable, or Poor. Assign values of 3, 2, and 1 to those respective classifications. Double values are accorded the starred qualifications which have been determined as being most important for the job. If two or more applicants excel in some particular quality, rate each one outstanding. This avoids the complications (and at times confused judgment) certain to arise when an attempt is made to rate applicants as best, second best, and so on, for each qualification. So some applicants may have similar ratings for one or more qualifications. The function of the selector is to present an overall picture.

In addition to total scores, judgment will be influenced by the number and type of qualities scored outstanding.

Not all the points shown on the selector need necessarily be used for testing applicants for every stenographic vacancy. Only the points pertinent to a specific job need be considered. If you were hiring a girl to substitute for six weeks, accuracy might be the essential qualification. For the sake of getting the work done, most executives will overlook many deficiencies in part time workers, provided the job is handled accurately. Full time workers, on the other hand, must have personal qualities that wear well. In the case of permanent employees, capability in taking dictation and transcribing accurately are but two of the qualifications to be closely scrutinized.

During the interview the selector is a useful guide, as each applicant is graded on the same series of qualifications. Thus, attitudes, reactions, and responses are more easily remembered and compared, resulting as they do from interviews that follow a fairly



HOWARD DONAHUE

* When this article was written, Mr. Donahue was sales and advertising manager of the Abbott Ball Company, Hartford. He is now circulation manager of the Gulf Publishing Co., Houston, Texas.

Such a judgment in a case involving the values of classified documents has been an important factor in the rate of the confusion when an applicant is asked for more of the picture.

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If the "perfect jewel of a secretary" were present in every bevy of applicants, she would be easy to select without benefit of the selector. But these jewels are rare. So the selector offers a helpful method of judging the results of education and experience to find the applicant most likely to develop into an efficient, capable stenographer or secretary.

NEWS FORUM

This department includes digested news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

WALTER P. KNAUSS, executive assistant at the Manufacturers Association of Hartford County for the past two years, was recently made secretary-manager to succeed Sidney E. Cornelius who resigned on account of ill health.

Mr. Knauss, a native of Poughkeepsie, New York, received his early education in the schools of Poughkeepsie and later enrolled at Cornell University where he earned his varsity letters in football, basketball and lacrosse. In the latter sport, he became nationally known by being named on the All-American Lacrosse Team. During the eight years following his graduation from Cornell, he coached at St. Lawrence University. For the next eleven years he was engaged in the retail food business in Poughkeepsie which gave him an all-around business experience, including merchandising, salesmanship, financing and advertising. In 1940 he became Poughkeepsie's first one-man police and public safety commissioner and helped rid the department of politics. In the same year, he was appointed executive secretary of the Poughkeepsie Manufacturers' Association. In 1943 he was named chief hearing officer of a review panel of the National War Labor Board and remained with the organization until it was discontinued last December.

Mr. Knauss lives with his wife and

one son, Walter Jr., at 20 Westbrook Drive, West Hartford.

★ ★ ★

CARROLL D. HEPPLER has been appointed vice-president in charge of manufacturing at Trumbull Electric Company, Plainville, succeeding C. A. Bedford, who resigned, according to a recent announcement by President E. T. Carlson.

Mr. Heppler, who joined the Trumbull organization in 1928, was transferred to Plainville from the San Francisco office where he served as resident of the Pacific division. He will continue to serve as president of that division in addition to his new duties.

★ ★ ★

ACCORDING TO A RECENT ANNOUNCEMENT from the War Department, Connecticut has furnished 146,308 individuals to the Army from November 1, 1940 through June 30, 1945, the total including 143,000 men and 3308 women.

The Census Bureau estimates that 171,354 had gone from Connecticut into the armed forces, including the Navy, Marine Corps, Coast Guard, and the Army.

★ ★ ★

CLARENCE E. HENNESSEY, formerly with the United States Time

Corporation, Waterbury, has accepted a position as manager of the Cost Accounting Department of Airadio, Incorporated, of Stamford, Connecticut. Mr. Hennessey was the author of an article entitled "Improvement in Cost Control a Result of Modernized Training," as published in the January issue of *Connecticut Industry*.

★ ★ ★

W. F. WHEELER has been recently elected president of the American Chain & Cable Company, Inc., of Bridgeport, succeeding the late William T. Morris. Cyrus F. Johns was made executive vice president, to succeed Mr. Wheeler. Stanley Mann was elected treasurer.

★ ★ ★

S. I. WARD, president of Crystal Research Laboratories, Inc., of Hartford, has just recently been appointed a member of the International Economic Relations Committee of the National Association of Manufacturers. Mr. Ward's company was one of the largest producers of crystals for radios during the war. It is now making rapid progress in developing and marketing products in the electronics field.

★ ★ ★

WITH THE Japanese War at its height when the Underwood Corporation's fiftieth anniversary rolled around in the spring of 1945, the world's largest manufacturer of typewriters postponed its observance of its Golden Jubilee.

However, since the capitulation of Japan, the corporation has prepared and distributed a Jubilee booklet. It is a colorful memento of fifty years of typewriter manufacture, sales and service, and presents the growth of the corporation from the year 1895 when the first Underwood typewriter was developed.

The corporation's president, L. C. Stowell, pays tribute, within the Jubi-

INFLUENCING DECISIONS TO BUY

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Ideas, design, color selection, good printing and manufacturing . . . all enter into the CREATION of a box that influences decisions to buy . . . a specialty of ROBERTSON.

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lee publication, to the many employees who have served the firm for 40 years or more: "It is due, in a large measure, to the loyalty and craftsmanship of men and women such as these, and the inventors and business men who devoted themselves to serve the world of business, that Underwood can celebrate its Fiftieth Anniversary."

★ ★ ★

EVIDENCE that industry ministers to the well-being of its employees, even though strike-bound, came out of Chicago recently, when the Inland Steel Company sent 5,000 cups to the picket line in order that hot coffee could be served to the strikers; stoves were set up near the picket lines and coke was supplied so the marchers could stop and get warm.

Steel plant strikers in McKeesport, Pa., East Orange and Harrison, N. J., kept their picket-line fires going with fuel supplied by their employers. At the two New Jersey steel plants, pickets were fed by management-supplied sandwiches, were given benches on which to rest and sand for the icy line-of-march.

In Los Angeles, the president of a

struck aluminum plant bought breakfast for his picketing workers.

★ ★ ★

JOHNSTON Research Associates, recently established in Hartford, has announced a new plan to facilitate research and development service for manufacturers.

According to the company's founder, Philip Johnston, the firm is currently concentrating on the development of mechanical devices requiring special design and application of materials to eliminate high speed vibration failures, and has launched the plan of allocating various phases of a development program among associated technicians and laboratories in order that such projects may be more easily and speedily completed.

★ ★ ★

THE CHRONIC strike disease now encompassing the nation's large and small industries hit the little town of New Canaan recently, when eight driver-employees of the Miller Brothers dairy went on strike for a 28 per cent increase in basic pay and a five-day week.

The strike was called by the local Teamsters, Chauffeurs, Stablenen & Helpers Union, and some 200 to 250 out-of-town pickets were called in to make it official. The slashing of customers' tires and the general disorder caused by the pickets resulted in the assignment of 60 State policemen.

The Miller Brothers, whose payroll would have been increased 50 per cent by the strike demands, communicated with the Union after three strike-bound weeks: "You have won a brilliant victory. The Golden Goose is dead—the eggs are no more." The business was closed.

★ ★ ★

MARK A. MILLER, Assistant General Manager of the Yale & Towne Manufacturing Company, Stamford Division, recently announced several new appointments in the sales department of the firm.

Meade Johnson, a Yale employee since 1928, has been promoted to Marketing Manager, and will be responsible for the development of the merchandising program of the Stamford Division, including all cataloging, sales-training, sales promo-

CASTINGS



**NON-FERROUS
SAND-CENTRIFUGAL
PERMANENT MOLD**

Complete Laboratory

We take the "guess work" out of the job. Our modern laboratory includes a 250,000 volt X-Ray machine, designed to detect metal flaws—Tensile Testing Machine—Metallographic Camera—Electrophotometer and facilities for chemical analysis of metals. Our engineers, available at all times for consultation, invite your manufacturing problems.

**MODERN PATTERN SHOP
WOOD and METAL
HEAT TREATING**



INC. 1903

HAMPDEN BRASS & ALUMINUM CO.

SPRINGFIELD 1, MASS.



COPPER BRAZING CAN CUT YOUR PRODUCTION COSTS WITHOUT LOWERING THE QUALITY OF YOUR PRODUCT.

Strong assemblies are now made by brazing together stampings and screw machine parts, thereby eliminating castings and costly machine work.

Write for more details

COPPER BRAZING — BRIGHT ANNEALING — SILVER BRAZING
ELECTRIC HYDROGEN FURNACES

EDW. E. RUSSELL CO.
WOODMONT, CONN.

Connecticut's Largest Copper Brazing Plant

Methods Engineering

Study operations and equipment to eliminate:

- Wasted motion
- Poorly designed, inadequate tools
- Bad working conditions
- Unplanned procedures

**BIGELOW, KENT, WILLARD
& COMPANY**

MANAGEMENT ENGINEERS

BOSTON

NEW YORK

tion, dealer displays and supervision of advertising.

Mr. Johnson was born in Maryville, Tenn., and became associated with the Aluminum Company of America in Alcoa, Tenn., after his graduation from Maryville College. His hardware sales experience dates back to his position with the Aluminum Company, and he now holds the record of having negotiated and supervised the largest contract hardware projects in the country, including the Los Angeles County General Hospital, the twenty-five buildings of Duke University and scores of other schools and hospitals.

He has been lauded for his development of a correspondence course to train builders' hardware consultants to help dealers develop experienced personnel in the handling of accelerated building construction during the reconversion period.

Frank Boxwell, newly appointed Manager of Builders' Hardware Sales, will be responsible for the sale of both contract and stock builders' hardware. Mr. Boxwell has been in the service of the firm since 1909 when he started in the company's Philadelphia office.

The company's Federal Government Builders' hardware contracts will be handled in the future by R. T. Mitchell, former Manager of Contract Hardware Sales, who has been transferred to Washington.

V. A. "Van" Waldron, recently discharged Navy lieutenant, has been assigned the firm's New England sales territory, covering Maine, Vermont, New Hampshire, Rhode Island and eastern Massachusetts. The Kentucky and Tennessee sales area will be covered by John Meyer, with headquarters at Nashville. Mr. Meyer has recently completed an assignment as hardware specialist for the "Manhattan Project."

George Cannon, formerly connected with Francis Keil & Sons of Chicago, has been appointed Yale's hardware salesman for the State of Michigan, with headquarters in Detroit.

★ ★ ★

A HALF century ago, the Whitney Chain and Manufacturing Company, of Hartford, was founded by Clarence E. Whitney to manufacture bicycle and transmission chains for industry. Now, on its fiftieth anniversary, the company does a worldwide business in chains of all types for power transmission.

Winthrop H. Whitney, president

of the firm and son of the founder, has revealed that the company's continuous operation for fifty years has never been interrupted by a strike.

The plant's continual growth reflects a progressive policy always in step with the nation's transportation advances, from bicycle chains in 1896 to the varied chain requirements of the Army and Navy during World War II; and for post-war industry, essential silent roller and block chains and sprockets for all types of power transmissions to supply the makers of automobiles, agriculture, mining, oil, textile and road building equipment.

One of Whitney's strongest assets in the highly competitive industrial market of the post-war world is certainly its background of specialization and growth in its own industrial field.

★ ★ ★

THE SILEX Company of Hartford has announced the appointment of Arthur R. Griswold to its advertising and publicity staff.

Mr. Griswold has served as director of public relations for the New York regional office of the Civilian Production Administration and its predecessor, the War Production Board, for over four years, and prior to that federal service, held the position of vice-president of McCann-Erickson advertising agency in New York. He is a former resident of Hartford and is a graduate of Yale University.

★ ★ ★

THE HAYDON Manufacturing Company of Torrington, manufacturers of small clock-type motors, will expand its operations and will soon begin construction of a new plant on Brightwood Avenue, adjoining the present building, according to a recent announcement by the company's plant manager, William A. Javery. The company is owned by the General Time Instruments Corp. and was originated in 1937.

Company officials have revealed that the plant's full peacetime production program will result in the marketing of timing devices for the manufacture of fully automatic washing machines, home radios which will turn off and on automatically, and many other uses where circuits are to be made and broken for specific purposes.

★ ★ ★

THE INDUSTRIAL DIVISION of the New Haven Chamber of Com-

merce has revealed that more than one million square feet of factory space could be rented or leased in that city, by 24 companies interested in establishing in New Haven, if the space were available.

The serious industrial and business space shortage has been intensified in the city by the loss from fire of two large factory sites within the past few months. No relief is in sight through new construction, according to the chamber, because of prohibitive building costs and material shortages.

★ ★ ★

THE HIGH Standard Manufacturing Company of Hamden is producing a new type automatic rifle for the Coast Guard, it has been disclosed by Coast Guard headquarters in Washington.

The rifle is one of two new type guns developed by Chief Gunner's Mate James E. Seig of Baltimore, who built the first working model of the automatic rifle while aboard the USS Mohawk in 1944. The weapon is called the Seig line-throwing gun.

★ ★ ★

PRESIDENT Winthrop H. Whitney of the Whitney Chain and Manufacturing Company has announced the promotion of Charles H. Sweet to vice president of the firm.

Mr. Sweet has been in the employ of the chain manufacturing Company for 28 years, in the positions of chief inspector, superintendent of manufacturing, personnel manager and assistant to the president.

He was previously employed by the Packard Motor Company in Detroit where he had been in charge of motor inspection.

★ ★ ★

THE SAFETY record of the Bridgeport plant, Remington Arms Company, for the year 1945, surpassed the national industry average by 20 times, according to statistics recently revealed by the plant's manager, W. F. H. Mattlage.

In a letter to the company's employees, Mr. Mattlage said "... Had we been operating at the same level as the rest of the country last year, 140 of our people would have been seriously hurt instead of the seven who were injured. In other words, for each person who received an injury in our plant, our joint safety-effort prevented an injury to nineteen other employees. "Please accept my congratulations

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for this fine work. It would not have been possible without a sincere effort on the part of each of you to help prevent personal injury to yourself and your fellow employees."

★ ★ ★

AT A MEETING of advertising managers from Connecticut and Massachusetts held recently at the University Club in Hartford, C. Elmer Gischel, director of production development for Walter Kidde and Company, urged a more understanding relationship between advertising agencies and clients, based on complete cooperation and goodwill.

E. V. Heery, advertising manager of Rockbestos Products Corporation of New Haven, presided at the meeting and Don Buckwell of the Stanley Works, New Britain, introduced the speakers.

★ ★ ★

RICHARD TUTT of Indianapolis, Ind., is the new chief engineer at Tuttle & Bailey in New Britain, according to an announcement by the company. Mr. Tutt was formerly connected with the Allison engine division of General Motors at Indianapolis.

The Wage-Price Dilemma

(Continued from page 5)

Everybody, including business men, wants to hold down prices to the lowest possible minimum consistent with reasonable profits, for only in that way can people with fixed incomes and wage earners buy the maximum number of products needed to keep our economic machinery working at the highest efficiency to perform the greatest social good. The \$64 question which must be answered correctly is how can these prices be controlled best while keeping the production machinery of the nation moving at top speed and efficiency?

On the one hand the Administration, because of the prodigious selling efforts of Mr. Bowles, favors price controls and wage patterns to satisfy political pressures. The CIO also believes in the same thing, and so does the Political Action Committee. Government control of prices has also been sold to millions of people as the lifeboat to which we must all cling if we are to save ourselves and the nation from drowning in a heavy sea of inflation.

On the other hand, 79% of the Association's membership who answered a recent questionnaire on general price controls were strongly in favor of eliminating them to prevent future production delays in the manufacture of much needed items that cannot now be made at present ceiling prices. The overwhelming majority of manufacturers represented by the National Association of Manufacturers also favor the immediate elimination of government controls and the substitution of price control by housewives and competition between industries.

Shall we listen to the well-intentioned but inexperienced champions of government price control or shall we take the word of the men who were responsible for outproducing the world in armaments to overwhelm our enemies? Shall we allow ourselves to be swayed by those who label all believers in price control by competition and consumers as Fascist schemers who want to ruin the country? Shall we become realistic enough to realize that price control of 8 million products is an impossible task to place in the hands of any government bureau or group short of the individual consumers of the nation? And shall we be practical enough to realize that women won't stand in line to pay \$5 or more for a pair of stockings, men won't buy white shirts at \$10 each in quantity enough to run the mills, and that people won't pay \$5,000 or more for cars, when they know that they can buy all they need for a fraction of these prices a few months hence, because of a continuing flow of full production?

If government control of two essential elements of our economy such as wages and prices is correct now, in peacetime, then our competitive system which has far outstripped all others for producing social values, has always been wrong. But, if price control by government is unworkable, as it has proved to be thus far, in a free economy, which we fought to maintain in two wars, then the American people must demand resumption of real price control by competition and consumer wisdom. It should be done now, for next year may be too late to substitute the combined wisdom of over 130 million American consumers and 3 million business managements for the judgment of the best intentioned group of Washington price experts.

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is the tough, coldly analytical science of creating and selling to industrial markets. There's no place for frills and pretty headlines; engineers want facts not floss. It's the business of *making every word and dollar bring concrete results*—by knowledge, not by guesswork or luck.

TECHNICAL KNOWLEDGE

is absolutely essential. You wouldn't keep a salesman who didn't understand your products; your advertisement is just as much a salesman, and the men who prepare it must be engineering-trained with broad technical knowledge to state facts accurately and clearly, the way the reader wants them.

CLEAR, CONCISE COPY

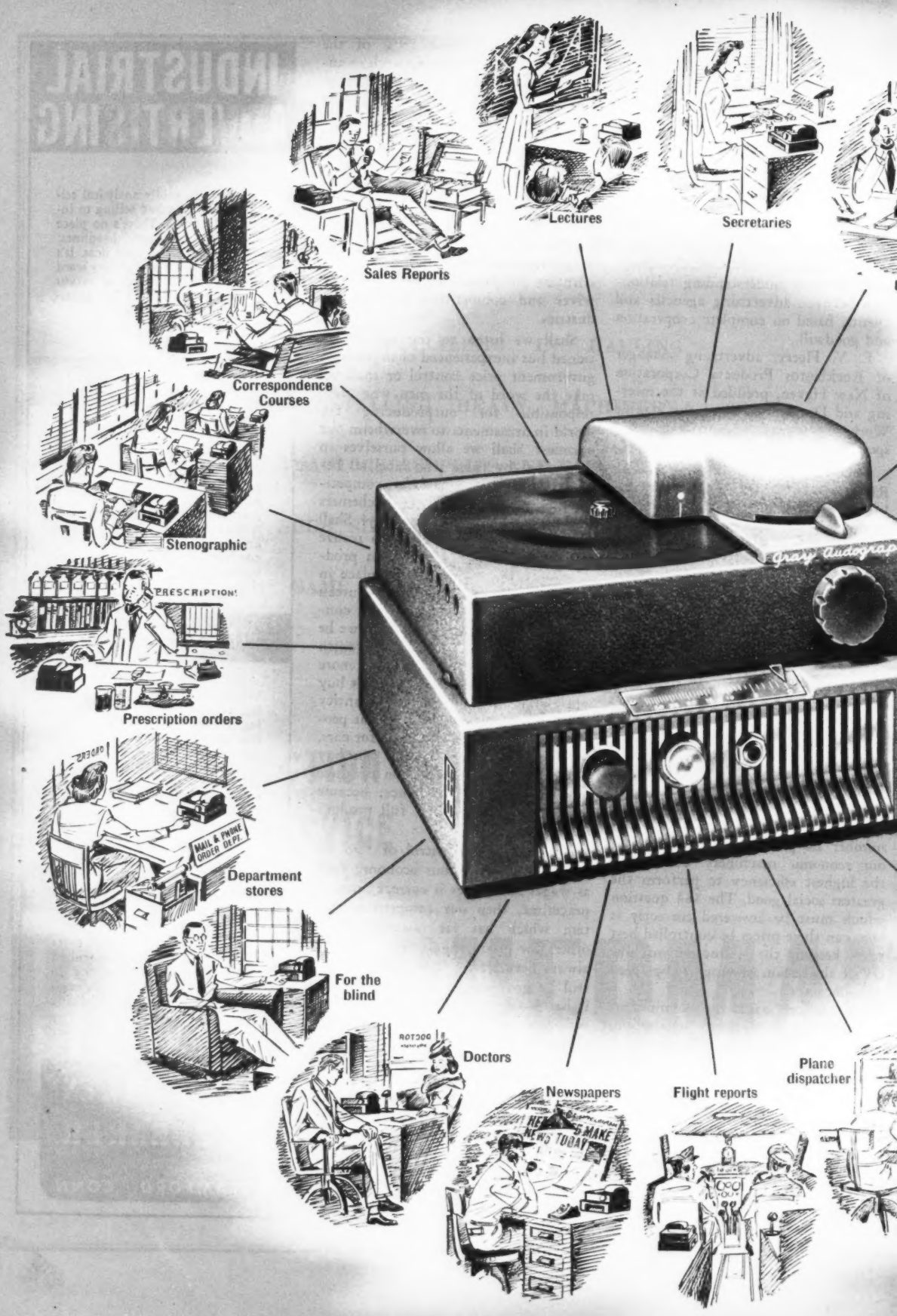
Whether an advertisement, catalog, or mailing piece, you're talking to technical men who demand that you "get to the point." It's the technical facts that sell industrial products — sledge-hammer, not featherduster, copy written in a clear, concise and logical manner is the scientific approach to industrial sales.

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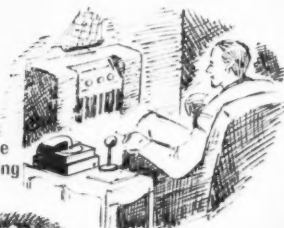
Conferences



Legal testimony



Studio recording



Home recording



Director

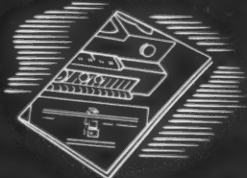
During the war years when we were busy turning out radar and other intricate electronic devices (including sound recorders) for the armed forces, Gray engineers devoted every spare moment on one of their most important projects — research and experimental work on the Gray Audograph.

Now it's in production . . . the most versatile recording — transcribing machine we believe you've ever seen! It no more resembles the cumbersome "old timers" than a jet-propelled P-80 resembles the "flying crates" of World War I. It isn't a copy of anything nor a 1946 adaption of an old model — it's really NEW inside and out! For instance: The Gray Audograph is small enough ($9\frac{1}{2}" \times 9\frac{1}{2}" \times 6\frac{1}{2}"$) and light enough (about 13 pounds) to tuck under your arm when you leave the office, take home and record your favorite radio program!

And don't think you have to handle it with kid gloves. Here's a machine so ruggedly engineered that you can shake it or tip it on its side and it will keep right on recording or transcribing! Gray (originators of the Telephone Pay Station) specialize in designing simple, service-free mechanisms.

The Gray Audograph uses featherweight, unbreakable Flexograph records. They're easy to transcribe, easiest to file and constitute a permanent record always ready to "play back". Flexographs are available in three sizes — the largest recording for a full sixty minutes! We've shown eighteen uses for the Gray Audograph and can think of many more. How will you use it in your business?

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THE FENN Manufacturing Company of Hartford has literally taken to the air in a progressive sales and service program.

Wilson L. Fenn, vice-president and general manager, conceived the idea of a company owned aeroplane several years ago but little could be done about it as long as the war was on.

With the coming of peace, the company lost no time. A twin-engine Cessna—a former Army four passenger plane, was purchased and John A. Rinek, ex-Navy flier and an engineering test pilot for Pratt and Whitney Aircraft for four years, was hired. He became a combination pilot, engineer and salesman.

Since November, Rinek has piloted the aircraft 25,000 miles on business trips. He can match commercial airline time in direct hops to large cities and can reach hundreds of localities not served by airlines.

Recently, he reached Scranton, Pa., within two hours of a hurried call for service on a broken down key machine. Rinek emphasizes the fact that the flying salesman follows "sound business principles of getting there fast with the service the customer wants."

★ ★ ★

POSTWAR POSSIBILITIES can be realized to their fullest extent only on the basis of maximum productivity, William P. Kirk, president of the National Machine Tool Builders Association and vice president, Pratt and Whitney Division, Niles-Bement-Pond Company, West Hartford, told the Northern New Jersey chapter of the American Society of Tool engineers recently at the chapter's annual meeting at Newark, N. J.

Kirk said, "It is a fallacy to think that wage rates and employment levels can best be maintained by limiting productivity. More goods at prices which people can pay for them will assure high wage and employment levels."

He concluded: "The sooner we get government-owned machine tools out onto factory floors and producing on behalf of greater volume and lower costs, the better it will be for our national economy and for the machine tool industry itself."

★ ★ ★

FREDERICK U. CONARD, vice-president of the Underwood Corporation and works manager of the Hartford division, recently announced five

promotions within the ranks. They are:

Harry C. Foulkes was raised to assistant to the manager from the position of manufacturing superintendent. He has been in the employ of the company since 1906 when he started as a tool maker.

V. F. Schneble, production manager, is assuming the responsibility for manufacturing operations in addition to continuing with his present duties. He joined Underwood in 1935.

H. K. Lawson was advanced from chief inspector to manufacturing superintendent and will report to Mr. Schneble. Mr. Lawson has been with the company since 1923, when he finished school, and he has worked up through the ranks.

James L. Byrom, products and process engineer, has been made responsible for parts inspection in addition to his present duties. Mr. Byrom, who started with Underwood in Bridgeport, was associated for several years with the National Carbon Company in Ohio. He joined the Hartford works in 1942.

Armand Benoit, a graduate of Dartmouth, has been promoted to chief inspector. After starting with the Underwood in 1936 he served in the production department and also in inspection and purchasing.

★ ★ ★

CONNECTICUT POWER COMPANY stockholders, in their recent annual meeting, reelected directors and, at the organization meeting following, Samuel Ferguson was reelected chairman of the board and president. Other officers were also reelected. The only change was the election of Assistant Secretary Charles Bolton to be Assistant Treasurer also.

President Ferguson reported that the balance for surplus for the year was \$253,400 against \$63,700 the previous year. He added, "There was an increase of \$448,700 in sales which totaled \$10,395,000 for the year. Operating and maintenance expenses totaling \$5,909,200 were \$241,500 more than those of last year."

★ ★ ★

FRED E. BURNHAM, controller at Colt's Patent Firearms Manufacturing Company, was recently elected to the company's board of directors. Mr. Burnham, who is a certified public accountant, was previously controller at the United Aircraft Corporation for 10 years.



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JOHN H. CHAPLIN, president of Veeder-Root, Inc., manufacturers of computing and counting machines, recently announced that a contract had been let by the company to the Industrial Construction Company of Hartford for an addition to the Hartford plant to be located west of the present plant on Sargeant Street.

Heavy postwar orders have made the new construction necessary. The addition will embrace 50,000 square feet and will consist of three floors and a basement. Buck and Buck are the architects.

★ ★ ★

JOHN R. COOK, president of the Arrow-Hart and Hegeman Electric Company, was recently elected a director of the Phoenix Mutual Life Insurance Company succeeding Frank Cheney, Jr., who retired after nearly 30 years as a member of the board.

Mr. Cook is a graduate of Trinity College. He became associated with the Arrow-Hart and Hegeman Company in 1918 and was elected president in 1932.

He is also a trustee and vice-president of the American School for the Deaf, a director of the Hartford Steam Boiler Inspection and Insurance Company, National Fire Insurance Company, Niles-Bement-Pond Company, Silex Company, Society for Savings, and the United National Indemnity Company.

★ ★ ★

THE AMERICAN SCREW COMPANY of Providence has just pur-

chased the Willimantic plant of the Pratt & Whitney Division of United Aircraft from the Federal Government and plans to start manufacturing operations in the near future. The selling price was said to be approximately \$2,000,000.

Although there were a number of bidders for the plant, the American Screw Company was selected by the civic committee as the company which would do the most good for the community. Gerard E. Loisselle and John T. Roan were co-chairmen of the special civic committee.

The company is outstanding in the industrial world, manufacturing all types of screws, including the Phillips recessed head screw. Eugene E. Clark, president of the company, has indicated that the space will be used to manufacture products allied to the industry. He also foresaw the need for the construction of additional space. The normal expectancy is that the company will employ between 1600 and 1800 persons.

The total factory area of the plant is 406,000 square feet. There are approximately 8.7 acres of land in the property.

★ ★ ★

H. PAUL CLEAVER, works manager, was recently elected to the Board of Directors of Fuller Brush Company at the stockholders' annual meeting.

He joined the company as works manager in 1943. Prior to that time he held a similar position at the J. G. Brill Company plant in Philadelphia.



RICHARD F. AMES, a former lieutenant colonel in the U. S. Army Air Forces, started his new duties March 1 as Export Manager of the Manufacturers Association of Connecticut, Inc., and Manager of the Hartford Cooperative Office of the Bureau of Foreign and Domestic Commerce. He will also devote some of his time to field activities among member and other manufacturers throughout the state. He succeeds W. Adam Johnson, who became executive vice president of the New Haven Chamber of Commerce in January.

Mr. Ames is a graduate of Mt. Hermon Preparatory School, Northfield, Mass., and of Trinity College in 1939 where he majored in economics. After graduation from Mt. Hermon in 1933, he became an apprentice underwriter for the Travelers Insurance Company.



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where he remained for two years until he started his college work at Trinity. After completing his college course, he was employed by the Aetna Fire Insurance Company where, after a training period, he was made an examiner for the Southern territory in the automobile department.

In April, 1941, he enlisted in the Army as an aviation cadet and was commissioned a second lieutenant on December 23, or just 16 days after Pearl Harbor. He was subsequently promoted to first lieutenant and captain in 1942, to major in 1943 and finally to lieutenant colonel in January, 1946, just a few weeks prior to his release from the Army.

While in the Army, he was assigned to a wide variety of staff executive work which, in the main, included the following: Staff planning of reconnaissance and mapping; supervision of office procedures; establishment and supervision of a photographic laboratory for the Air Forces; assisting in the determination of aerial photographic and mapping requirements of the A.A.F.; promoting development of new type of astronomic surveying equipment; and assisting in the establishment in the A.A.F. of a geodetic control squadron. During the latter part of his Army service, he worked closely with manufacturers of equipment required by the photographic division of the Air Forces.

Mr. Ames is married and resides with his wife and two year old daughter at 38 Hilltop Drive, West Hartford, Conn.

Research

(Continued from page 7)

Not long ago a Connecticut plant ran an advertisement in the classified section somewhat to this effect: "We are a medium sized concern. We have been in business for a long time and we want to stay in. We suspect that there are many technical improvements we could use if we knew what they were, new processes, new materials, special machines for our operations. Will somebody please help us out?" That unabashed statement came from a far-sighted management that many could do well to emulate.

There is a workable means for every manufacturer to fill his own requirements from the vast storehouse of accumulated research wealth. What he lacks in research equipment and personnel he must make up in mental at-

titude—an aggressive desire to benefit from the knowledge of others. First he must recognize that no one man, no single group of men has all the answers. Next he must recruit a man with an uninhibited technical mind, either by relieving a staff member of his routine duties, or by retaining the right man from a research firm. Finally, our manufacturer must be willing to say to his man, "Organize all the facts from what you have to work with. When we need the skill or equipment of other technicians, find it. Use any approach but be sure that we have the best technical solutions to our specific problems."

Association Committees

(Continued from page 15)

Payne, Assistant Treas., Warner Brothers Company, Bridgeport; R. A. Powers, President, Robertson Paper Box Company, Montville; W. A. Purtell, President, Holo-Krome Screw Corporation, Hartford; D. S. Sammis, Vice President, Underwood

Corporation, Bridgeport; R. H. Whitehead, President, New Haven Clock Co., New Haven; O. G. Williams, Vice President, The William L. Gilbert Clock Co., Winsted; J. P. Ahern, Executive Assistant, The Manufacturers Assoc. of Conn., Inc. (Secretary).

No one can accurately appraise the worth of the services of the hundreds of executives of our member plants who have served on these and other committees for well over a quarter of a century. Besides the many hours used in traveling to and from meetings and frequently spending an entire day a number of times each year, the members of these committees have also given many hours of thought in working out suggestions for the solution of industrial problems of the state. Not only the board of directors, officers and staff of the Association but also all Connecticut industries owe a debt of gratitude to these many committee members of the Association who have given so unselfishly in order that Connecticut might continue to remain in the forefront of industrial progress in the nation.

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FEDERAL LEGISLATION

C. L. EYANSON
Secretary

NEEDED LEGISLATION—NEW SERIES OF STRIKES IN THE OFFING. — Stabilization Director Chester Bowles has caught the imagination of the people of the country through national barnstorming and the use of over 2000 public relations (publicity) men by his oft-repeated "vicious spiral of inflation" scare. The public generally has come to fear inflation and to look upon any adjustment of prices as an aid to the "vicious spiral."

It's about time that someone in Government began a real campaign for legislation which will stem the vicious spiral of labor disturbances

brought on by the dilly-dally methods of Congress and the fear which leaders of the Administration and many members of Congress have of organized labor leadership.

The House of Representatives took the bit in its teeth and substituted the Case bill for the Norton bill. The members of the House knew full well that the Case bill could not pass the Senate where it is now pocketed in the Senate Education and Labor Committee. The House knew that even if the Senate passed the bill the President would veto it—he made that threat. However, the passage of the Case bill by the House did amount to

a very clear declaration of belief on the part of a vast majority of the members of the House. The drafters of that bill and those who voted for it recognize that there exist all the elements of a series of deadly strikes which will make the strikes in the automotive, steel, and other industries appear as a puff of wind. A vicious spiral of nationwide and unprecedented proportions is in the making. Perhaps before this column is published, the public will come to a realization of the disaster which confronts them and will demand legislation.

In Section 13 of the Case bill, it is unlawful "by means of concerted refusal to use, handle, or otherwise deal with articles or materials purchased, produced, manufactured, or used by an employer, to induce or require, or to attempt to induce or require such employer to recognize, deal with, comply with the demands of, or employ members of, one labor organization instead of another labor organization with which such employer has applicable collective bargaining agreement." This section was drafted and passed with a full recognition of the fact that the boycott will be employed to an extent that it has never been employed

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in the great forthcoming fight for jurisdiction which will be staged by the A. F. of L. and the C. I. O. The drafters of this section knew that when John L. Lewis returned to the A. F. of L. fold, it would not be long before the gauntlet was thrown down. It will be months, even years, before the towel is thrown in. During that bitter struggle, unless Congress acts to forestall it, management and the public will find themselves in the middle of the death struggle.

Battle lines are now being drawn. Each side is moving cautiously but with certainty. Mr. Lewis means to win his current contest with the mine workers. He does not intend to make a strategic retreat such as the one he made a few months ago on the question of increase in wages and organization of mine foremen. He intends to develop, now that he is the actual leader of A. F. of L., his various non-mine organizations. One of these is District 50—sort of a catch-all union, which is headed by his daughter, "Big Kate" Lewis, who has much of her father's ability to organize and is somewhat of a browbeater in her own right. That union will attempt to gather the textile employees of the country, and particularly of the South, into its fold. Katherine Lewis intends to put all the forces of District 50 into the chemical industry, because she feels, as does her father, that that industry is a primary adjunct to all production in the country. The plans of District 50 also involve control of the lumber industry, which can fit very nicely into the A. F. of L. building trades unions. The drive into these industries is not going to be child's play and by the end of the year, unless Congress is willing to act courageously through the passage of something like the Case bill, this country industrially will be in tragic turmoil.

The return of John L. Lewis to the A. F. of L. isn't the basic reason for the beginning of this death struggle. It has been brewing for months. His return to the A. F. of L. fold is only one of the signals for the beginning of the play. It has long been a foregone conclusion that the A. F. of L. and C. I. O. could never get together. The C. I. O. leadership, particularly in its largest union, the automotive workers, look to world trade domination and political domination in this country. They belittle the organization efforts of the A. F. of L. and they are drunk with their own success in

(Continued on page 39)

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INDUSTRIAL DEVELOPMENT

By L. M. BINGHAM,
Editor and Director of Development

IT may seem "out of bounds" and an easy way to prepare this month's column by quoting a full-length editorial appearing in the March 7th issue of the Wall Street Journal. Nevertheless this editorial gives such a complete diagnosis of the weaknesses of our democratic foundations today that its inclusion is most appropriate in any basic consideration of "ways and means" to improve industrial development.

To be sure, we can whip up a pseudo type of prosperity by using progressive methods in research, production, marketing, industrial and public relations, and in other minor elements involved in industrial development, but sooner or later, the whole structure will crash unless we build our plans on the bedrock of "moral responsibility" which stems from the individual's actions and which are soon incorporated into national policy. What must be done to stimulate a rebirth of moral responsibility, both individual and national, so necessary to the continued progress of industry in this country

and the creation of world-wide peace, is suggested by a thoughtful reading and analysis of the editorial entitled, "Apathetic and Pathetic."

The article reads:

"Concerning Premier Stalin's Russia and its international conduct, there are a great many puzzling aspects. To us the most puzzling is not rooted in Russia. It grows in America. It can be expressed in the form of a question: Why should anybody expect Stalin to do anything different than he is doing? If any surprise at all is due, it is the fact that Stalin, being what he is and having the opportunity that he has, should be even as moderate as he has been.

"The opportunity is that a ruthless man believing in the law of force has no opposition. And he has none because the only nation in the world around which could rally 'a decent respect to the opinions of mankind' is losing its faith. It is becoming ashamed of its traditions. The light of freedom for the individual which has heartened men for a century and a half flickers

and burns low in a fetid atmosphere from which the sustaining oxygen has been drained.

"Try this if you will. Go into any group—the more prosperous and fashionable the better the test—and speak of the 'self-evident truth' that 'all men are endowed by their Creator with certain unalienable rights, that among these are life, liberty and the pursuit of happiness.' Say to this group that 'to secure these rights governments are instituted among men.'

"We venture that you will be startled by the number of people, particularly younger people, who do not know that you are quoting the Declaration of Independence. And of those who know, a large number will not agree with the philosophy expressed. And of those who agree—and this is the most tragic thing—many will not have the courage to say so.

"Perhaps the dominant attitude was summed up by a young man who would probably think of himself as an 'intellectual.' He said:

'Only a few people in the Bible Belt believe those things now.'

"Or listen to the young minister of the gospel who came to this office sneering at those who 'operate in a vacuum of idealism.'

★ ★ ★

"We gave our government encouragement—it did not need much—to connive with Stalin. In the criminal decision of Yalta an American President accepted secret agreements which bartered thousands of human beings and which, if carried out, will send thousands more to exile and death.

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"We did that and a chorus of writers and commentators defaulted their obligation to ask questions and said that Yalta was good. They said Stalin was a man of his word. He would not grab territory. He would not suppress the churches. He would cease to send his agitators into every corner of the world. He would not use his military power to force on other peoples his own social and political system. Each of those things he has done. Some illusionists, who said he would not, now have the decency to acknowledge disillusion. They suggest that we shake an admonitory finger at Stalin.

"That is a ludicrous suggestion. Does anyone imagine that Stalin is such a fool that he thinks we can or will oppose his armed might with ours? And if we are not ready to do that, what other means of opposition have we? We have none, for we besmirched our own moral precepts. We have dropped our faith and stand grotesquely naked.

"Yet we tell other peoples of the world how they must act. We have abandoned the tradition that peoples have the right to work out their own destiny.

"We denounce a Col. Peron of Argentina as a dictator and a bad man suspected of aggression and therefore he must not rule that unhappy republic. He certainly is those things. But who is the United States to denounce the man that the people of his country apparently have chosen in a free election and to condemn any other government for cooperating with dictators? The fact is that Col. Peron helped himself to power by borrowing more than one page from the book of the New Deal.

"But Col. Peron and General Franco, another unsavory character ruling Spain, are, we say, corrupt. Furthermore, they suppress the rights of the people. They poison the wells of free information. They certainly do those things.

"Let us see what government it is that hurls these accusations of corruption and extra-legal sanctions.

"It is a government where the family and the friends of a President could use their prestige to enrich themselves and those who publicly protested are denounced. It is a government against which, for the first time in American history, Americans fear to speak. It is a government which is spending the people's money on a bureaucracy with which men abhor contact because re-

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sistance means reprisals. The system has the expected results. Many businesses feel that they must have a friend at court and so some who have official access are paid as "advisers." There was a time when we called such men lobbyists and investigated them. Now they are appointed to high office.

"Looking at our record of connivance with dictators and looking at our domestic scene, is it any wonder that the people of Argentina decided that Col. Peron might be the lesser of two evils?

"And while we condemn the dictators for suppressing and distorting the free flow of information, our own State Department proposes a plan to blanket the world with propaganda.

"Why should Stalin take us and our pious protestations seriously? Why should he give us any attention at all? He knows what is happening and he knows that we are treading the path to his philosophy and his orbit. He thinks he has only to wait—and he may be right.

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"We have told the world about four freedoms but the number of men who live under the heel of dictatorship is greater, not less. We have not stood for freedom. We are in the thick of the game of power politics. We are in it in Europe and in Asia and we have imported it to the American continent. It is Stalin's game and of course we do it badly.

"There are men not afraid to speak out. One is John Foster Dulles who dares speak and knows whereof he speaks. We quote:

'I am afraid we've got very few friends in the world today. There was a time when we had more friends than any other people of the world. Today we have influence because of our production capacity, because people are trying to get the physical things we produce. I don't detect any real friendship on the part of other people. This leaves us in a dangerous and vulnerable position; one which we should do our utmost to correct.'

"A man's standing in his community is a projection of his own character. A nation's standing in the world is a projection of its domestic life.

"What we see at home is a condition where public trust is openly accepted as an avenue to private gain; where a government is so steeped in propaganda lies that it must give the wrong reasons for its policies; where in the name of freedom the citizen is being handcuffed to rules of a troupe of brilliant pygmies who write the prescription for a fuller life on an adding machine; where debt is prosperity and thrift a social crime; where it can be asserted that there exists a 'moral right' to steal and bribe; where men shout free enterprise and then seek better and bigger government subsidies; where women leaving black markets stop to sign petitions for continuation of price control; where groups demanding 'When do we get ours?' no longer whisper but shout and where officials no longer consider it necessary to conceal that they are creatures of these groups.

"Is it any wonder that in our international relations we cannot combat

(Continued on page 42)

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TRANSPORTATION

By N. W. FORD

Executive Vice-President

COPIES OF INTERSTATE COMMERCE ACT AVAILABLE SOON.

Copies of the new edition of the complete Interstate Commerce Acts may be ordered from the Government Printing Office, Washington, D. C., at a cost of sixty cents (60¢) each.

★ ★ ★

DECEMBER 1945 REVENUES of Class 1 steam railways. On a daily basis, the freight revenue of Class 1 railways for December, 1945, was 13.5 per cent lower than for November and it was 27.8 per cent under the freight revenue of December, 1944. The index of 154.4 for freight revenue in December, 1945 (1935-1939 as 100) is the lowest since January, 1942, when it stood at 146.2. The passenger revenue was 7.1 per cent more for December, 1945, on a daily basis than for November and 10.1 per cent more than for December, 1944. The index of passenger revenue (1935-1939 as 100) was 460.1 for December, 1945, as compared with 418.9 in December, 1944, and 432.7 in December, 1943.

★ ★ ★

RAILWAY FREIGHT and passenger traffic. For January, 1946, the carloadings reflect a 3.6 per cent gain over December in manufactures and miscellaneous including both carload and less-than-carload, an 8.2 per cent gain in coal, coke and ore, a 2.8 per cent gain in livestock and grain, and a 15.7 per cent gain in forest products. Based on the last four weeks of January, 1946, the average weekly carloadings of all commodities were 720,905, a decrease of 4.0 per cent under the carloadings in the corresponding period in 1945.

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CHAOS IN MOTOR CARRIER RATES. As we go to press, the motor common carriers, operating throughout New England, through their tariff publishing bureaus, have agreed to file

supplements to their tariffs providing for an increase of 10 per cent in all rates and charges, in addition to the present emergency charges, which it is proposed shall be made permanent. The emergency charges are now scheduled to expire on June 30 of this year and provide added revenue of approximately 5 per cent. Indications are that the Interstate Commerce Commission will allow some increase of rates, and probably those proposed by the carriers, to become effective without suspension and will simultaneously authorize a general investigation of the existing rates and charges.

The chaos now existing in motor carrier rates is attributable almost entirely to the absolute negligence of the Interstate Commerce Commission. It will be recalled that in April, 1938, following the passage of the Federal Motor Carrier Act in 1935, the Commission instituted a general investigation of motor carrier rates in New England known as Ex Parte MC-22. It is conservative to state that if the cost to both the shippers and carriers of compiling exhibits and evidence and attending hearings resulting from this proceeding could be computed, the amount would run to hundreds of thousands of dollars and yet the Commission, during this entire eight years, has never issued other than temporary stop-gap reports.

An examiner's proposed report was issued during 1941 which, in general, met with the approval of the majority of shippers and carriers. No action was taken with respect to this report by the Commission so, in March of 1944, it was necessary for the Commission again to set the case for hearing for the purpose of bringing the record down to date. There have been absolutely no developments, not even an examiner's proposed report, issued since that date.

It is believed that had the Inter-

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state Commerce Commission functioned as the public has a right to expect it should, the greater part of the chaos now existing in the motor truck industry would have been eliminated and the rates would have been stabilized on a basis more nearly equitable to all classes of shippers.

Certainly, based on past experience, shippers have no reason to expect any adequate relief from the present situation as a result of further investigations by the Interstate Commerce

Commission. In fact, the evidence seems conclusive that both shippers and the motor carriers would have been in a better position today to meet the changing circumstances if the Federal Motor Carrier Act had never been passed. Under such conditions, shippers and carriers could have at least carried out a program that was mutually satisfactory.

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NEW CHAIRMAN OF TRAFFIC COMMITTEE. After nineteen years of service as chairman of the Association's Traffic Committee, Mr. W. H. Pease, General Traffic Manager of the Bridgeport Brass Company, Bridgeport, has resigned the chairmanship but will continue to serve as a member of the committee.

Mr. W. F. Price, Traffic Manager, J. B. Williams Company, Glastonbury, Connecticut, who has been a member of the committee for more than twenty years, was unanimously elected to succeed Mr. Pease.

During the long period that Mr. Pease served as chairman, the committee has attained a nationwide reputation and a number of suggestions that originated with the committee have been accepted and are now reflected in transportation conditions throughout the country.

As a token of its esteem and appreciation for long and faithful leadership, an appropriate gift was presented to Mr. Pease on behalf of the committee.

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FREIGHT FORWARDER — MOTOR CARRIER BILL. On February 20, 1946, President Truman signed H. R. 2764, the Freight Forwarder—Motor Carrier Bill, which was the subject of considerable controversy during the hearings that were held by both House and Senate committees. The bill permits establishment, subject to approval by the Commission, of special arrangements for compensation for motor carrier services by freight forwarders.

The Association has consistently opposed this type of legislation on the ground that it is discriminatory and is contrary to the best interests of transportation as a whole. Under the terms of the new law, it is possible to continue the present arrangement whereby freight forwarders pay motor carriers only about fifty per cent of the rates that would apply for the movement of the same type of traffic between the same points if forwarded by a manufacturer.

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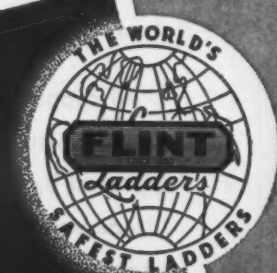
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EMPLOYMENT NOTES

By JOHN P. AHERN

Executive Assistant

EXPERIENCE has already proved that the returning veteran, whether he be old or new employee, does not constitute a problem. Men and women, however, are now coming back in such large volume as to require some overall coordinated policy of re-integration into community and occupational life. A subcommittee of the State Reemployment Commission, composed of Selective Service Director Robinson, USES Director Fitzgerald, and the writer, assisted by Dr. Houghton of Selective Service, recently submitted a report dealing with the readjustment of the veteran. This study advocated the selection of one man in a company to handle veterans' matters.

While the report admitted that Connecticut firms are preponderantly in the small business class, it did state that the suggested plan of action could be adapted to the needs of the many smaller concerns and suggested appointing a competent member of existing personnel to carry out the functions of a Veterans Counselor, on a part-time basis in many cases. An excellent illustration of the actual operation of a veterans program is provided by the Raybestos Division of Raybestos-Manhattan, Inc., Stratford,

who now have over 150 back on the job or 50% of the largest number of employees that were ever in service at one time. Only six returning veterans have failed to remain with the company. Going to school or into business for themselves is the main reason for this. Raybestos has already hired as new employees more than 100 service veterans. Servicemen are given preference on new jobs, and the company will employ at least 25% if its organization from the ranks of veterans.

A small, wallet-size booklet, "Your Job at Raybestos," was sent to each of the men and women in service with a letter from the general manager, pledging their job on their return. A simple form on the back page was left to be filled out by each person and sent in when they were being discharged so that advance notice would be received before their return. Also, a comprehensive rehiring plan was prepared by top factory and personnel executives to arrange for orderly changes of employees displaced by servicemen and also the procedures for handling returned veterans whose jobs are now non-existent or whose jobs have been taken by veterans with greater seniority.

Next, an orderly system for welcoming veterans back and integrating them into the organization was planned. The first phase of it was through frequent correspondence from Mr. Davis, the general manager, and others, along with the weekly plant paper, the "Firing Line," that kept them in touch with their departments. They were also free to visit the plant and their department at any time. A special re-employment application was used by the personnel manager when they applied for their job in order to learn as much as possible about their service record and training, and to help place them where they could utilize this training whenever possible. When the veterans returned, they were welcomed by the plant paper which carried a picture of each man, or woman, at work.

All of this work has been followed up by a returned serviceman. This individual, who prior to his service experience worked in the plant, maintains a close follow-up of the servicemen after they return and advises them on G. I. problems as well as assisting them, among other things, in locating homes. He also works closely with all other servicemen who have been hired to see that they receive full consideration. In other words, he is a *veterans' counselor*.

Close contact is maintained from the time the employee leaves for service until after he returns and is happily established at his work. No problem is too small to be considered. Opportunities to participate in the many sports and social programs started during the war are offered to them as readily as possible.

Although maintaining a close contact, through its personnel manager and veterans' counselor, with the veterans' center in Bridgeport, Raybestos has been able to handle a large majority of its service problems satisfactorily without the employee having to visit the busy veterans' center. During this time, there have been no real problems, psychiatric or otherwise, requiring special treatment or attention for their servicemen.

The company reports that increasing demands for brake lining and clutch facings have brought employment up to its wartime peak, but the large influx of men from the Armed Forces has been accomplished in an efficient and orderly manner with production increasing regularly and good fellowship being maintained throughout the plant.

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QUERIES

By FREDRICK WATERHOUSE

Counsel

THE growing tendency of employers to pay life insurance premiums on insurance purchased for the benefit of employees presents an added problem by reason of a recent interpretation of the Wage and Hour Division in applying the Fair Labor Standards Act. The question arises in determining whether the amount of such insurance premiums should be regarded as part of the employee's regular rate of pay for the purpose of computing overtime required under the Act. The Division has laid down two specific conditions which must be met if such payments are not to be included in computing the regular rate of wages. They are: "(1) the employee must not

have the option to receive instead of the benefits under the plan any part of the contributions of the employer, and (2) the employee must not have the right to assign the benefits or to receive a cash consideration in lieu of the benefits either upon termination of the plan, or his withdrawal from it voluntarily, or through severance of employment with the particular employer. It is the position of the Division that these two conditions are not met where an employee may surrender a death benefit policy and receive the cash surrender value."

Of course, the problem arises only in connection with computing the "regular rate" of the employee for the purpose of determining the amount

of overtime to be paid when he has worked in excess of forty hours in any week.

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The problem as to whether "back pay" which has been granted an employee under the National Labor Relations Act is to be treated as "wages" under the Social Security Act has recently been determined by the United States Supreme Court contrary to the prior ruling of the Social Security Board. The Board had previously held that such payments were not "wages" within the meaning of the act and, therefore, no social security tax was applicable and neither would such sum be credited to the employee on his Old Age and Survivors' Insurance account. However, the Supreme Court has now definitely ruled that the Board's interpretation went beyond the boundaries of administrative routine and the statutory limits and was beyond the permissible limitation of interpretation. It has now definitely decided that such "back pay" awards under the National Labor Relations Act must be treated as "wages" under the Social Security Act. Such wages must be allocated to the periods when the regular wages were not paid as usual.

★ ★ ★

The Supreme Court has also recently issued an opinion which has a certain amount of human interest, although we trust it will apply to very few taxpayers. In the case involved the taxpayer was employed as a bookkeeper by a transfer and warehouse company in Reno, Nevada. He did a certain amount of embezzling which included converting a little over \$12,000 to his own use during 1941. The Commissioner of Internal Revenue determined that the taxpayer was required to report the amount embezzled in his 1941 return as income received and pay a tax on it. The Supreme Court disagreed with the Commissioner's ruling and held that for the purposes of the decision involved, "a taxable gain is conditioned upon (1) the presence of a claim of right to the alleged gain, and (2) the absence of a definite, unconditional obligation to repay or return that which would otherwise constitute a gain. Without some bona fide legal or equitable claim, even though it be contingent or contested in nature, the taxpayer cannot be said to have received any gain or benefit within the reach of Section 22(a)." The court went on to say that

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"moral turpitude is not a touchstone of taxability . . . That the taxpayer's motive may have been reprehensible or the mode of receipt illegal has no bearing on the application of Section 22(a)."

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The constitutionality of license taxes imposed by city ordinance upon engaging in business as a solicitor, so-called "drummer cases," has also come in for Supreme Court review very recently. The City of Richmond, Virginia, passed an ordinance imposing an annual license tax on persons, firms, or corporations engaged in business as solicitors in the sum of \$50.00 and one-half of one per cent of the gross earnings for the preceding licensed year in excess of \$1,000. The city attempted to establish the validity of the tax in accordance with recent decisions of the Supreme Court which practically nullify the constitutional provision preserving the regulation of interstate commerce to the Congress. After a certain amount of attempted distinguishing, the court finally held this particular tax to be unconstitutional on the general proposition that "the tax here in question inherently involves too many probabilities, and we think actualities, for exclusion of or discriminating against interstate commerce, in favor of local competing business. . . ." The court was by no means unanimous, and a slight change in its personnel could easily wipe out the last vestige of constitutional protection to interstate commerce. In order not to discourage the imposition of such discrimination, the court points out that under different circumstances, "There is no lack of power in the state or its municipalities to see that interstate commerce bears with local trade its fair share of the cost of local government, more especially in view of recent trends in this field."

Federal Legislation

(Continued from page 31)

the automotive, steel, rubber, textile and other industries. Their hatred for John L. Lewis and his hatred for the organization which he once headed knows no bounds. The basic philoso-

phies of the two organizations are diametrically opposed.

The C. I. O. leadership is extremely Leftist and perhaps, to some extent, Communistic. It is led by young radicals whose primary ambition is personal political power. The A. F. of L., on the other hand, considers itself conservative and will retain as its backbone the craft union ideas, although this backbone will hardly be recognized under the leadership of Lewis. It is his intention, and he has so expressed himself in conversations, to infuse new life in the A. F. of L. and to apply some of the organization principles which he applied in the formation of the C. I. O. No one who has ever sat across the table from Beetle Browed John L. Lewis can doubt that blood will be drawn and that no quarter will be asked or given.

If these things be true, and there can be little doubt of their truth from all available signs, then the Senate of the United States ought to pass the Case bill or something like it. It is the most important type of legislation before Congress.

Management and the public ought to get excited now—or are we all wrong?

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ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

THE subject of reports has been the theme of many feature articles and editorial remarks, particularly in trade and professional publications. Such articles usually have a formal presentation. We strongly concur in the importance of the topic and by way of arresting attention, we present the following gem which has come to us as it has a fundamental message:

REPORTS ARE TOOLS — ARE YOURS SHARP? Down in the hole, Mike tossed out a last shovelful of earth, straightened up, thrust his shovel into the soil and said, "She's 4 feet deep, Boss. Now what'll I do?"

Mike probably didn't realize it, but he has just made a report—and all things considered, an excellent one. It tells what has happened, briefly, clearly, completely and *demands action*. Consciously or not, we are constantly making reports. Ordinarily the word "report" brings to mind the president

of a corporation discoursing to the directors or stockholders, a statistical cost summary or perhaps an intricate analysis of a technical problem. These are, of course, reports, but consider how many casual statements or notes are in reality reports—telling what has happened or is occurring now or is expected. Mike has just reported what happened—the ditch is 4 feet deep. Most reports are of this nature, properly informal, useful accounts, but they are all important and worthy of thought.

Generally, all reports have three basic characteristics:

1. They are tools for obtaining some definite action.
2. They are related to other reports and never *stand* entirely alone.
3. They reflect your ability, judgment, personality.

Keeping these in mind, analyze your own reports, brief or detailed—routine or special. Below are some suggestions to test their edges.

1. **Action:** Is what you want clear and unmistakable—especially to the other fellow?
2. **Reason:** Is your reasoning clear and sound? Have you thought the situation through the "who," "when," "how" and all the "whys" before you speak or write?
3. **Package:** Are your thoughts and facts wrapped to sell? Is the length balanced to your reader's time and interests, the importance of the subject (10¢ or \$100,000)? Is your circulation limited to an informed group or must you use monosyllables? If you *must* extend your remarks, will a *brief, interpretative* summary win new friends for you? Don't shy away from comment or "Remarks" if the data need them—but if explanation is not essential don't be afraid to omit it!
4. **You:** Acceptance of your work often depends on acceptance of you.

Make your report:

Promptly:

The time for action passes quickly.

Readable:

Tune your words to your hearers, the subject and the situation. A few "full" words are worth the effort—words that paint pictures. Your report can be good reading or listening.

Tactful:

Avoid "Red Flag" words—those which imply fault, incompetence or laxity without directly saying so.

Sincere:

"Call 'em as you see 'em."

Now look at your report. Have you any doubts? If you have, better "sleep on it."

★ ★ ★

MEETING NOTICE: "Budgeting for Postwar Progress" will be the topic for the monthly technical meeting of Hartford Chapter, N. A. C. A. to be held April 16, 1946. Mr. Jesse G. Kline, Chief Cost Accountant, The Atlantic Refining Company, Philadelphia, will be the guest speaker. The problems involved in the preparation of budgets under present conditions were discussed briefly in this column last month.

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

IN the six months that have elapsed since the end of the war, general business activity in Connecticut has taken the following course: a sharp decline occurred immediately after V-J Day as the cancellation and cutback of war contracts caused industrial concerns to close down for inventory taking and the readjustment of production schedules. The general business index fell off accordingly 21 percentage points in August and another 15 points in September to a position 13% above normal. Although the decline was substantial the index did not drop as low nor remain down as long as had been generally expected. This situation was also true of the country as a whole where the national index decreased 22 points in three months to 13% above normal in October. Industry, for the most part, has been successful in re-converting to the manufacture of civilian goods and apparently would be even further along at the present

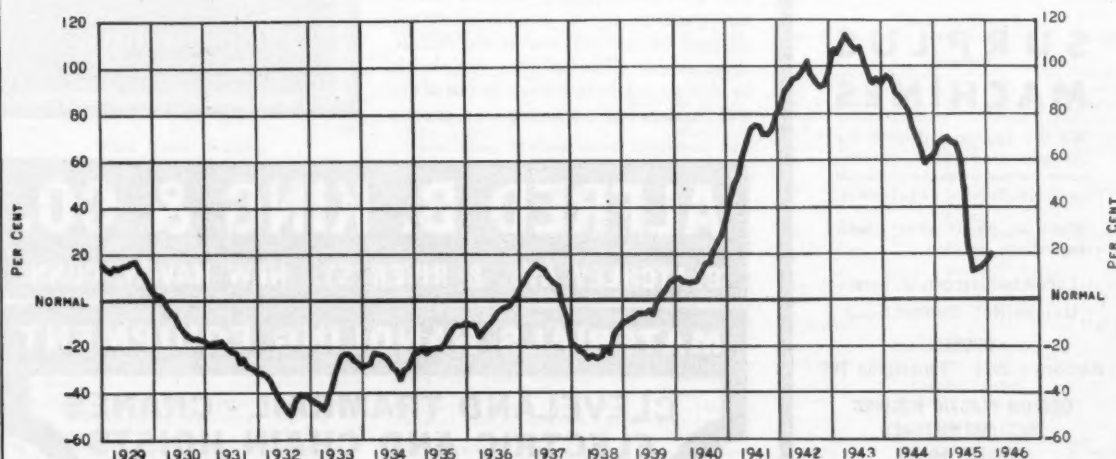
time if wage and price problems had not retarded progress.

Since September the Connecticut index has risen gradually each month and in January was estimated at 20% above normal. The number of employees in manufacturing industries in this State has increased appreciably each month but any corresponding gain in manhours has been prevented because of time lost through strikes. In spite of the many postwar difficulties, reconversion was considered to be well ahead of schedule in January. However, strikes and other labor troubles have reached such proportions during recent weeks that unless there is a sudden improvement in the situation the adverse effects may well cause a noticeable recession in Connecticut business activity. Labor disturbances have already taken a heavy toll on industry in many sections of the country. With major strikes occurring in the automobile, steel, electrical equipment, farm machinery and meat pack-

ing industries, most national indices reflected noticeable losses during January. The United States index of industrial activity fell off to an estimated 3% above normal in January after having reached a level of about 20% above normal in November and December.

Although the number of persons idle because of strikes was greater at the middle of February than at any previous time, the prospects of an early improvement in the situation seemed much better in view of the announcement by the Government on February 14 of a new wage-price policy. The Nation's revised stabilization program apparently is designed to allow somewhat higher prices as an offset to higher wages. The previous "hold the line" policy is now modified "to permit wage increases within certain limits and to permit any industry placed in a hardship position by an approved increase to seek price adjustments without waiting until the end of a six-month period." All wage increases are made subject to the approval of the National Wage Stabilization Board if they are used in seeking price relief. The Board is to be guided in approving pay boosts by the pattern which had been set in the industry since V-J Day by voluntary agreements and by recommendations of Federal boards and officials. Where there is no industry pattern the Board can set one. Employers are left free to grant pay increases without Board approval when no question of price relief is involved, but the Stabilization

GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



Director is given discretionary power to ban these if he feels they would be inconsistent with the general stabilization policy by requiring their referral to the Board whose policies he can set.

The Administration's efforts to control inflationary forces and thereby avoid the spectacular rise in prices that occurred following World War I is now the subject of country-wide debate. The Government had hoped to maintain an effective control of prices until the time when goods would again be produced in such quantities that competition could be expected to keep prices in balance. Because of the delay in production schedules caused by the widespread strike situation, consumer demand is not being satisfied. In fact, as the months pass the accumulated demand for some items has greatly increased. Purchas-

ing power has throughout this period remained high. Unemployment which was expected to cushion demand during the reconversion period did not amount to as much as had been predicted and most persons have not as yet had the opportunity to spend their savings for the things they had planned. The fact that a seller's market still exists in most lines, and some items cannot be bought at all from the regular sources of supply, has led to some revision in the national policy. The current thinking seems to be directed toward promoting faster and greater production, flexing prices wherever necessary to achieve this objective.

world which needs our help more than ever before. With the world's largest productive capacity and the will to operate it to the maximum for the good of this nation and the world rather than for the individual interests of our own group, nothing can stop our progress as a nation and a constant rise in the living standards of all of us as individual citizens. Only by "losing our stupid self-interest" as individuals and groups in the greater cause of creating national and international goodwill through honest and intensive effort, can we regain our sense of destiny as the strong champion of freedom.

Industrial Development

(Continued from page 34)

the assertion that black is white and that the goal of human freedom is the slave state?

"Is it any wonder that Mr. Dulles laments the lack of those policies, 'expressive of that righteous faith of the best in America?'

"We are apathetic: We are rapidly growing pathetic."

★ ★ ★

Since our national state of apathy is only a reflection of the same disease affecting millions of individual citizens who have lost faith in their ability to improve the situation, is it not time we regained some of that faith each of us had before V-J Day? For "the duration" the greater part of the world looked to us for deliverance from dictators while we confidently forged ahead to claim the armed victory. Unless we have suddenly become potential patients for a psychiatric ward, all bent on national and world suicide, there is every reason why we should be able to regain our faith in ourselves, and reassert our leadership in a chaotic

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MATERIALS HANDLING EQUIPMENT

**CLEVELAND TRAMRAIL - CRANES
ELECTRIC AND CHAIN HOISTS**

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms	
The Baker Goodyear Co	New Haven
Accounting Machines	
Underwood Corporation	Hartford
Adding Machines	
Underwood Corporation	Hartford
Advertising Specialties	
The H C Cook Co 32 Beaver St	Ansonia
Waterbury Companies Inc	Waterbury
Aero Webbing Products	
Russell Mfg Co	Middletown
Air Compressors	
The Spencer Turbine Co	Hartford
Aircraft	
Chance Vought Aircraft Division	United Aircraft Corporation (airplanes)
Sikorsky Aircraft Division	United Aircraft Corporation (helicopters)
Aircraft Accessories	
Chandler Evans Corp (aircraft carburetors, fuel pumps, water pumps & Protek plugs)	South Meriden
Warren McArthur Corp (Airplane Seating)	Bantam
Aircraft Electrical Testing Equipment	
United Advertising Corp, Electrical Division	New Haven
Aircraft—Repair & Overhaul	
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford
United Airports Div United Aircraft Corp	Rentschler Field East Hartford
Aircraft Tubes	
American Tube Bending Co Inc	New Haven
Airplanes	
Chance-Vought Aircraft Div United Aircraft Corp	Straford
Aluminum Castings	
Newton-New Haven Co 688 Third Avenue	West Haven
Aluminum Forgings	
Scovill Manufacturing Company	Waterbury 91
Aluminum Goods	
Waterbury Companies Inc	Waterbury
Aluminum—Sheets & Coils	
United Smelting & Aluminum Co Inc	New Haven
Ammunition	
Remington Arms Co Inc	Bridgeport
Artificial Leather	
The Permatex Fabrics Corp	Jewett City
Zapon Div, Atlas Powder Co	Stamford
Asbestos	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport
Asbestos & Rubber Packing	
Colt's Patent Fire Arms Mfg Co	Hartford
Assemblies, Small	
The Greist Manufacturing Co	New Haven
The Han-Dee Spring and Manufacturing Co (Small)	Hartford
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Auto Cable Housing	
The Wiremold Company	Hartford
Automatic Control Instruments	
The Bristol Co (temperature, pressure, flow, humidity, time)	Waterbury
Automobile Accessories	
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, rivets brass, clutch facings, packing)	Bridgeport
Automotive Friction Fabrics	
The Russell Mfg Co	Middletown
Automotive Parts	
Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown
Automotive & Service Station Equipment	
Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91
The Raybestos Div of Raybestos-Manhattan Inc (brake service machinery)	Bridgeport
Automotive Tools	
Eis Manufacturing Company	Middletown
Bakelite Moldings	
Waterbury Companies Inc	Waterbury
The Watertown Mfg Co	Watertown
Bakery Ovens	
American Machine & Foundry Co	New Haven
Balls	
The Abbott Ball Co (steel bearing and burnishing)	Hartford
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Barrels	
The Abbott Ball Co (burnishing and tumbling)	Hartford
The Hartford Steel Ball Co (tumbling)	Hartford
Bathroom Accessories	
The Autoyre Company	Oakville
The Charles Parker Co	Meriden
Bath Tubs	
Dextone Company	New Haven
Bearings	
New Departure Div of General Motors (ball)	Bristol
Fafnir Bearing Co (ball)	New Britain
Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
Bells	
Bevin Brothers Mfg Co	East Hampton
The Gong Bell Mfg Co	East Hampton
The N N Hill Brass Co	East Hampton
Belting	
Hartford Belting Co	Hartford
The Russell Mfg Co	Middletown
The Thames Belting Co	Norwich
Benches	
The Charles Parker Co (piano)	Meriden
Bent Tubing	
American Tube Bending Co Inc	New Haven
Bicycle Coaster Brakes	
New Departure Div General Motors Corp	Bristol
Bicycle Sundries	
New Departure Div General Motors Corp	Bristol
Binders Board	
Colonial Board Company	Manchester
Biological Products	
Ernst Bischoff Company Inc	Ivoryton
Blades	
Capewell Manufacturing Company, Metal Saw Division, (hack saw and hand saw)	Hartford
Blacking Salts for Metals	
Mitchell-Bradford Chemical Co	Bridgeport
Blocks	
Howard Company (cupola fire clay)	New Haven
Blower Fans	
The Spencer Turbine Co	Hartford
Colonial Blower Company	Hartford
Blower Systems	
Colonial Blower Company	Hartford
L-R Mfg Div of The Ripley Co	Torrington
Boilers	
The Bigelow Co	New Haven
Petroleum Heat & Power Co (domestic only)	Stamford
Bolts & Nuts	
Clark Brothers Bolt Co	Milldale
The O K Tool Co Inc (T-Slot)	33 Hull St Shelton
The Blake & Johnson Co (nuts, machine screws, bolts, stove)	Waterville
Bomb Sling & Tank Strap Terminals for Aircraft	
Geo W Fleming Co	Wallingford
Boxes	
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Robert Gair Co (corrugated and solid fibre shipping containers)	Portland
Box Board	
The Lydall & Foulds Paper Co	Manchester
National Folding Box Co	New Haven
New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
Boxes—Paper—Folding	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
S Curtis & Son Inc	Sandy Hook
M S Dowd Carton Co	Hartford
National Folding Box Co (paper folding)	New Haven
The Warner Brothers Company	Bridgeport
The New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
Boxes—Paper—Setup	
Bridgeport Paper Box Co	Bridgeport
The Heminway Corporation	Waterbury
Brake Cables	
Eis Manufacturing Co	Middletown
Brake Linings	
Colt's Patent Fire Arms Mfg Co	Hartford
The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)	Bridgeport
The Russell Mfg Co	Middletown
Brake Service Parts	
Eis Manufacturing Co	Middletown
Brass and Bronze	
The American Brass Co (sheet, wire rods, tubes)	Waterbury
The Bristol Brass Corp (sheet, wire, rods)	Bristol
The Miller Company (prophor bronze and brass in sheets, strips, rolls)	Meriden
Scovill Manufacturing Company	Waterbury 91
The Thinsheet Metals Co (sheets and rolls)	Waterbury
Brass & Bronze Ingot Metal	
The Whipple and Choate Company	Bridgeport
Brass Goods	
Scovill Manufacturing Company (To Order)	Waterbury 91
Waterbury Companies Inc (to order) (small sheet metal parts)	Waterbury
Brass Mill Products	
Bridgeport Brass Co	Bridgeport
Scovill Manufacturing Company	Waterbury 91
Brass Stencils—Interchangeable	
The Fletcher Terry Co	Box 415, Forestville
Brick—Building	
The Donnelly Brick Co	New Britain
Bricks—Fire	
Howard Company	New Haven
Broaching	
The Hartford Special Machinery Co	Hartford
Brooms—Brushes	
The Fuller Brush Co	Hartford
Buckles	
The Hatheway Mfg Co (Dee Rings)	Bridgeport
The Hawie Mfg Co	Bridgeport
The G E Prentice Mfg Co	New Britain
John M Russell Mfg Co Inc	Naugatuck
B Schwanda & Sons	Staffordville
The Patent Button Co	Waterbury
Waterbury Companies Inc	Waterbury
Buffing & Polishing Compositions	
Apothecaries Hall Co	Waterbury
Lea Mfg Co	Waterbury
Buffing Wheels	
The Williamsville Buff Mfg Co	Danielson
Buttons	
B Schwanda & Sons	Staffordville
The Patent Button Co	Waterbury
Colt's Patent Fire Arms Mfg Co	Hartford
Scovill Manufacturing Company (Uniform and Tack Fastened)	Waterbury 91
Waterbury Companies Inc	Waterbury
Cabinets	
The Charles Parker Co (medicine)	Meriden
Cable	
The Wiremold Co (electric, non-metallic Sheathed)	Hartford
Cams	
The Hartford Special Machinery Co	Hartford
Canvas Products	
F B Skiff Inc	Hartford
Carpets and Rugs	
Bigelow-Sanford Carpet Co	Thompsonville
Carpet Lining	
Palmer Brothers Co	New London
Casters	
The Bassick Company (Industrial and General)	Bridgeport
Casters—Industrial	
George P Clark Co	Windsor Locks

(Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Castings	
The Charles Parker Co (gray iron)	Meriden
The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden
The Gillette-Vibber (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London
The Sessions Foundry Co (gray iron)	Bristol
John M Russell Mfg Inc (brass, bronze and aluminum)	Naugatuck
Malleable Iron Fittings Co (malleable iron and steel)	Branford
McLagon Foundry Co (gray iron)	New Haven
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (gray iron)	Hartford
Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91
Union Mfg Co (gray iron)	New Britain
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
Castings—Permanent Mould	
The Bradley & Hubbard Mfg Co (zinc and aluminum)	Meriden
Centrifugal Blower Wheels	
The Torrington Manufacturing Co	Torrington
Chain	
John M Russell Mfg Co Inc	Naugatuck
Chain—Welded and Weldless	
Bridgeport Chain & Mfg Co	Bridgeport
Chains—Bead	
The Bead Chain Mfg Co	Bridgeport
Chemicals	
Apothecaries Hall Co	Waterbury
MacDermid Incorporated	Waterbury
American Cyanamid & Chemical Corp	Waterbury
Edcan Laboratories	South Norwalk
Chromium Plating	
Chromium Corp of America	Waterbury
The Chromium Process Company	Derby
Chucks	
The Cushman Chuck Co	Hartford
Chucks & Face Plate Jaws	
Union Mfg Co	New Britain
Clay	
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven
Cleansing Compounds	
MacDermid Incorporated	Waterbury
Clocks	
Seth Thomas Clocks	Thomaston
The United States Time Corporation	Waterbury
Clutch Facings	
The Russell Mfg Co	Middletown
Clutch—Friction	
The Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic)	Bridgeport
Comfortables	
Palmer Brothers Co	New London
Cones	
Sonoco Products Co (Climax-Lowell Div) (Paper)	Mystic
Consulting Engineers	
The Stanley P Rockwell Co Inc (Consulting)	296 Homestead Ave Hartford
Contract Machining	
Malleable Iron Fittings Company	Branford
Contract Manufacturers	
Geo W Fleming Co (Metal parts and assemblies)	Wallingford
The Greist Mfg Co (metal parts and assemblies)	503 Blake St New Haven
Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham
Scovill Manufacturing Company (Metal Parts and Assemblies)	Waterbury 91
Waterbury Companies Inc	Waterbury
Copper	
The American Brass Co (sheet, wire, rods, tubes)	Waterbury
The Bristol Brass Corp (sheet)	Bristol
The Thinsheet Metals Co (sheets and rolls)	Waterbury
Copper Sheets	
The New Haven Copper Co	Seymour
Copper Shingles	
The New Haven Copper Co	Seymour
Copper Water Tube	
Bridgeport Brass Co	Bridgeport
Cork Cots	
Sonoco Products Co (Climax-Lowell Div)	Mystic
Corrugated Box Manufacturers	
The Danbury Square Box Co	Danbury
Corrugated Shipping Cases	
D L & D Container Corp	87 Shelton Ave New Haven
Connecticut Corrugated Box Div	Robert Gair Portland
Cosmetics	
Northam Warren Corporation	Stamford
The J B Williams Co	Glastonbury
Cotton Battling & Jute Battling	
Palmer Brothers	New London
Cotton Yarn	
The Floyd Cranska Co	Moosup
Counting Devices	
Veeder-Root Inc	Hartford
Cut Stone	
The Dextone Co	New Haven
Cutters	
The Standard Machinery Co (rotary board, single and duplex)	Mystic
The O K Tool Co Inc (inserted tooth milling)	33 Hull St Shelton
Delayed Action Mechanisms	
M H Rhodes Inc	Hartford
Dictating Machines	
Dictaphone Corporation	Bridgeport
The Soundscribe Corporation	New Haven
Die Castings	
Newton-New Haven Co Inc	688 Third Ave West Haven
Die Casting Dies	
ABA Tool & Engineering Co	Manchester
Die Castings (Aluminum & Zinc)	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
Dies	
The Hoggson & Pettis Mfg Co	141 Brewery St New Haven
The Parker Stamp Works Inc (for plastics and die castings)	
The Parker Stamp Works Inc	Hartford
Die-Heads—Self-Opening	
The Eastern Machine Screw Corp	Truman & Barclay Sts New Haven
The Geometric Tool Co	New Haven
Dish Washing Machines	
Colt's Patent Fire Arms Mfg Co	Hartford
Dowel Pins	
The Allen Manufacturing Co	Hartford
Draperies	
Palmer Brothers Co	New London
Drop Forgings	
Wilcox Crittenden & Co Inc	Middletown
The Blakeslee Forging Co	Plantsville
Atwater Mfg Co	Plantsville
Capewell Mfg Company	Hartford
The Bridgeport Hdwe Mfg Corp	Bridgeport
Druggists' Rubber Sundries	
The Seamless Rubber Company	New Haven
Edged Tools	
The Collins Co (axes and other edged tools)	Collinsville
Elastic Webbing	
The Russell Mfg Co	Middletown
Electric Appliances	
The Silex Co	80 Pliny St Hartford
Electric Cables	
Rockbestos Products Corp (asbestos insulated)	New Haven
Electrical Conduit Fittings & Grounding	
Specialties	
The Gillette-Vibber Company	New London
Electric Cords	
Rockbestos Products Corp (asbestos insulated)	New Haven
Electric Eye Control	
United Cinephone Corporation	Torrington
Electric—Communtators & Segments	
The Cameron Elec Mfg Co (rewinding motors)	Ansonia
Electric Fixture Wire	
Rockbestos Products Corp (asbestos insulated)	New Haven
Electric Heating Element & Units	
Rockbestos Products Corp (asbestos insulated)	New Haven
Electric Insulation	
The Rogers Paper Mfg Co	Manchester
Case Brothers Inc	Manchester
Electric Panel Boards	
The Plainville Electrical Products Co	Plainville
Federal Electric Products Co Inc	Hartford
Electric Signs	
United Advertising Corp	New Haven
Electric Safety Switches	
Federal Electric Products Co Inc	Hartford
Electric Wire	
Rockbestos Products Corp (asbestos insulated)	New Haven
Electrical Control Apparatus	
The Trumbull Electric Mfg Co	Plainville
Federal Electric Products Co Inc	Hartford
Electrical Circuit Breakers	
Federal Electric Products Co Inc	Hartford
Electrical Recorders	
The Bristol Co	Waterbury
Electrical Goods	
A C Gilbert Co	New Haven
Electronics	
The Gray Manufacturing Company	Hartford
Crystal Research Laboratories Inc	Hartford
Arthur T Hatton & Company	Hartford
United Cinephone Corporation	Torrington
Electrotypes	
W T Barnum & Co Inc (all classes)	New Haven
Elevators	
The Eastern Machinery Co (passenger and freight)	New Haven
Embalming Chemicals	
The Embalmers' Supply Co	Westport
Engines	
Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport
Pratt & Whitney Aircraft Div	United Aircraft Corp (aircraft) East Hartford
Envelopes	
Plimpton Mfg Co Div U S Envelope Co	Hartford
Curtis 1000 Inc	Hartford
Extractors—Tap	
The Walton Company	94 Allyn St Hartford
Eyelets	
The Platt Bros & Co P O Box 1030	Waterbury
Scovill Manufacturing Co	Waterbury 91
Waterbury Companies Inc	Waterbury
Fasteners—Slide & Snap	
The G. E. Prentice Mfg Co	New Britain
Scovill Manufacturing Company	(Snap) Waterbury 91
Felt—All Purposes	
American Felt Co (Mills & Cutting Plant)	Glenville
Ferrules	
Waterbury Companies Inc	Waterbury
Fibre Board	
The C. H. Norton Co	North Westchester
The Rogers Corporation (Specialty)	Manchester
Case Brothers Inc	
Case Brothers Inc	Manchester
Finger Nail Clippers	
The H C Cook Co	32 Beaver St Ansonia
Firearms	
Colt's Patent Fire Arms Mfg Co	Hartford
Remington Arms Co Inc	Bridgeport
Fire Hose	
Fabrics Fire Hose (municipal and industrial)	Sandy Hook
Fireplace Goods	
The John P Smith Co (screens)	423-33 Chapel St New Haven
The Rostand Mfg Co	Milford
The American Windshield & Specialty Co	881 Boston Post Road Milford
Fireproof Floor Joists	
The Dextone Co	New Haven
Fishing Tackle	
The Horton Mfg Co (reels, rods, lines)	Bristol
The Bevin-Wilcox Line Co (lines)	East Hampton
The H C Cook Co	32 Beaver St Ansonia
Fluorescent Lighting Equipment	
The Wiremold Company	Hartford
Forgings	
Clark Brothers Bolt Co	Milldale
Heppenstall Co (all kinds and shapes)	Bridgeport
Scovill Manufacturing Company (Non-ferrous)	Waterbury 91
Foundries	
Union Mfg Co (gray iron)	New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middletown
The Sessions Foundry Co (iron)	Bristol
Foundry Riddles	
The John P Smith Co	423-33 Chapel St New Haven
Relock Inc (brass, galvanized, steel)	Southport
Furnace Linings	
The Mullite Refractories Co	Shelton
Furniture Pads	
The Gilman Brothers Company	Gilman
Galvanizing & Electric Plating	
The Gillette-Vibber Co	New London
Galvanizing	
Malleable Iron Fittings Co	Branford
Wilcox Crittenden & Co Inc	(Advt.) Middletown

IT'S MADE IN CONNECTICUT

Gaskets
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport

Gauges
The Bristol Co (pressure and Vacuum—recording automatic control) Waterbury
Hart Engineering Div of W Hart Buick Co Inc (Plug Ring Snap Flush Pin & all types of special gauges) Hartford
Gears—Reverse & Reduction for Motor Boats
The Snow-Nabstedt Gear Corp New Haven

Gears and Gear Cutting
The Hartford Special Machinery Co Hartford
The Gray Mfg Co (Zero Bevel) Hartford

General Plating
The Chromium Process Co (copper, nickel, chromium and cadmium plating) Derby

Glass Coffee Makers
The Silex Co 80 Pliny St Hartford

Glass Cutters
The Fletcher Terry Co Box 415 Forestville

Golf Equipment
The Horton Mfg Co (clubs, shafts, balls, bags) Bristol

Greeting Cards
A D Steinbach & Sons Inc New Haven

Grinding
The Centerless Grinding Co Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) Bridgeport

The Hartford Special Machinery Co (gears, threads, cams and splines) Hartford

Hand Tools
The Bridgeport Hdwe Mfg Corp (nail pullers, scout axes, box opening tools, trowels, coping saws, nutty knives) Bridgeport

The Peck Stow & Wilcox Co (Bit braces, chisels, dividers, draw knives, hammers, pliers, squares, snips, wrenches) Sou hington

Hardware
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown

The Bassick Company (Automotive) Bridgeport

Hardware—Trailer Cabinet
The Excelsior Hardware Co Stamford

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware Corp New Britain

J H Sessions & Son Bristol

Hat Machinery
Doran Brothers Inc Danbury

Heat Treating
The A F Holden Co 200 Winchester St New Haven

The Bennett Metal Treating Co 1045 New Britain Ave Elmwood

The Stanley P Rockwell Co Inc 296 Homestead Ave Hartford

The Driscoll Wire Company Shelton

Heat-Treating Equipment
The Autoyre Company Oakville

The Stanley P Rockwell Co Inc (commercial) Hartford

The Wallace Barnes Co Div Associated Springs Corp Bristol

The A F Holden Company 52 Richards Street West Haven (Main Plant)

Heat Treating Salts and Compounds
The A F Holden Company 52 Richards Street West Haven

Mitchell-Bradford Chemical Co Bridgeport

Heating Apparatus
The Miller Company (domestic oil burners and heating devices) Meriden

Highway Guard Rail Hardware
Malleable Iron Fittings Co Branford

Hinges
Homer D Bronson Company Beacon Falls

Hobs and Hobbings
ABA Tool & Engineering Co Manchester

Holsts and Trolleys
Union Mfg Company New Britain

Hollow Screws
The Allen Manufacturing Co Hartford

Hose Supporter Trimmings
The Hawie Mfg Co (So-Lo Grip Tabs) Bridgeport

Hospital Signal Systems
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

Hot Water Heaters
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

Hydraulic Brake Fluids
Eis Manufacturing Co Middletown

Industrial Finishes
Zapon Div Atlas Powder Co Stamford

Industrial and Masking Tapes
The Seamless Rubber Company New Haven

Insecticides
American Cyanamid & Chemical Corp Waterbury

Insulated Wire Cords & Cable
The Kerite Insulated Wire & Cable Co Inc Seymour

Instruments
J-B-T Instruments Inc (Electrical and Temperature) New Haven

Insulation
The Gilman Brothers Co Gilman

Insulating Refractories
The Mullite Refractories Co Shelton

Inter-Communications Equipment
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

Jacquard
Case Brothers Inc Manchester

Japanning
J H Sessions & Son Bristol

Jointing
The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet) Bridgeport

Key Blanks
Corbin Cabinet Lock Div American Hardware Corp New Britain

The Graham Mfg Co Derby

Labels
J & J Cash Inc (Woven) South Norwalk

Label Molsteners
Better Packages Inc Shelton

Lacquers & Synthetic Enamels
Zapon Div Atlas Powder Co Stamford

Ladders
A W Flint Co 196 Chapel St New Haven

Lamps
The Rostand Mfg Company (brass, colonial style & brass candlesticks) Milford

Leather
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury

Leather Goods Trimmings
The G E Prentice Mfg Co New Britain

Letterheads
Lehman Brothers Inc (designers, engravers, lithographers) New Haven

Lighting Equipment
The Miller Co (Miller, Duplexalite, Ivanhoe) Meriden

Waterbury Companies Inc Waterbury

Lightning Protection
Edward H Brown Hartford & New Haven

Locks—Cabinet
Corbin Cabinet Lock Div American Hardware Corp New Britain

The Excelsior Hardware Co Stamford

Locks—Suit-Case and Trimmings
Corbin Cabinet Lock Div American Hardware Corp New Britain

The Excelsior Hardware Co Stamford

Locks—Trunk
Corbin Cabinet Lock Div American Hardware Corp New Britain

The Excelsior Hardware Co Stamford

Locks—Zipper
The Excelsior Hardware Co Stamford

Loom-Non-Metallic
The Wiremold Company Hartford

Machinery
The Fenn Manufacturing Company Hartford

(Special) The Hallden Machine Company (mill) Thomaston

The Torrington Manufacturing Co (mill) Torrington

The Standard Machinery Co (bookbinders) Mystic

The Peck Stow & Wilcox Co. (Machines & tools for sheet metal fabrication—manually & power operated) Southington

Machinery Dealers & Rebuilders
Botwinik Brothers New Haven

Machinery Dealers Inc New Haven

J L Lucas and Son Fairfield

Machines
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport

Special Devices Company (Special, New Developments) Berlin

The Patent Button Company Waterbury

Machines—Automatic
The A H Nilson Mach Co (Special) Bridgeport

Machines—Forming
The A H Nilson Mach Co (four-slide wire and ribbon stock) Bridgeport

Machine Work
Geo W Fleming Co Wallingford

The Hartford Special Machinery Co (contract work only) Hartford

The Torrington Manufacturing Co (special rolling mill machinery) Torrington

The Fenn Manufacturing Company (precision parts) Hartford

The Parker Stamp Works Inc (Special) Hartford

Magnets
Cinaudagraph Corp (Permanent) Stamford

Mail Boxes, Apartment & Residential
Corbin Cabinet Lock Div American Hardware Corp New Britain

Mailing Machines
Pitney-Bowes Inc Stamford

Manganese Bronze Ingot
The Whipple and Choate Company Bridgeport

Marine Equipment
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware) Milford

Wilcox Crittenden & Co Inc Middletown

Marking Devices
The Hoggson & Pettis Mfg Co New Haven

The Parker Stamp Works Inc (steel and rubber) Hartford

Matrices
W T Barnum & Co Inc New Haven

Mattresses
Palmer Brothers Co New London

Waterbury Mattress Co Waterbury

Mechanical Assemblies—Small
M H Rhodes Inc Hartford

Mechanics Hand Tools
The Bridgeport Hdwe Mfg Corp (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport

Metal Cleaners
Apothecaries Hall Co Waterbury

Metal Cleaning Machines
Colt's Patent Fire Arms Mfg Co Hartford

Metal Finishes
Mitchell-Bradford Chemical Co Bridgeport

Metal Goods
Bridgeport Brass Co (to order) Bridgeport

Waterbury Companies Inc (to order) Waterbury

Metal Novelties
The H C Cook Co 32 Beaver St Ansonia

Waterbury Companies Inc Waterbury

Metal Products
The State Welding Company Hartford

Metal Products—Stampings
J H Sessions & Son Bristol

Scovill Manufacturing Company (Made-to-Order) Waterbury 91

Waterbury Companies Inc Waterbury

Metal Specialties
The Excelsior Hardware Co Stamford

The G E Prentice Mfg Co New Britain

Metal Stampings
The Autoyre Co (Small) Oakdale

The Patent Button Co Waterbury

The Excelsior Hardware Co Stamford

J H Sessions & Son Bristol

The H C Cook Co 32 Beaver St Ansonia

The Geist Mfg Co 503 Blake St New Haven

Waterbury Companies Inc Waterbury

Bridgeport Chain & Mfg Co Bridgeport

The J A Otterbein Company (metal fabrications) Middletown

Scovill Manufacturing Company Waterbury 91

Milk Bottle Carriers
The John P Smith Co 423-33 Chapel St New Haven

Millboard
The Raybestos Div of Raybestos-Manhattan Inc (asbestos) Bridgeport

Mill Supplies
Wilcox Crittenden & Co Inc Middletown

Moulded Plastic Products
The Patent Button Co Waterbury

Colt's Patent Fire Arms Mfg Co Hartford

Waterbury Companies Inc Waterbury

The Watertown Mfg Co 117 Echo Lake Road Watertown

Moulds
ABA Tool & Engineering Co Manchester

The Hoggson & Pettis Mfg Co (steel) 141 Brewery St New Haven

The Sessions Foundry Co (heat resisting for non-ferrous metals) Bristol

The Parker Stamp Works Inc (compression, injection & transfer for plastics) Hartford

Nickel Anodes
Apothecaries Hall Co Waterbury

The Seymour Mfg Co Seymour

Nickel Silver
The Seymour Mfg Co Seymour

Nickel Silver Ingot
The Whipple and Choate Company Bridgeport

Non-ferrous Metal Castings
The Miller Company Meriden

(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Nuts Bolts and Washers	
Clark Brothers Bolt Co	Milldale
Office Equipment	
Pitney-Bowes Inc	Stamford
Oil Burners	
Underwood Corporation	Hartford
The Silent Glow Oil Burner Corp	1477 Park St
Petroleum Heat & Power Co (domestic commercial and industrial)	Stamford
The Miller Company (domestic)	Meriden
Oil Burner Wick	
The Raybestos Div of Raybestos-Manhattan Inc	Bridgeport
Ovens	
American Machine & Foundry Co	New Haven
Packing	
The Raybestos Div of Raybestos-Manhattan Inc (rubber sheet and automotive)	Bridgeport
Padlocks	
Corbin Cabinet Lock Div American Hardware Corp	New Haven
Paints and Enamels	
The Stamite Corp	New Haven
The Tredennick Paint Mfg Co	Meriden
Package Sealers	
Better Packages Inc	Shelton
Paperboard	
Connecticut Corrugated Box Div Robert Gair Co Inc	Portland
The New Haven Pulp & Board Co	New Haven
Paper Boxes	
National Folding Box Co (folding)	New Haven
The New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co (folding)	Montville
The Strouse, Adler Co	New Haven
Atlantic Carton Corp (folding)	Norwich
The Warner Brothers Company	Bridgeport
Paper Boxes—Folding and Setup	
Bridgeport Paper Box Company	Bridgeport
Paper Clips	
The H C Cook Co (steel) 32 Beaver St	Ansonia
Paper Tubes and Cores	
Sonoco Products Co (Climax-Lowell Div)	Mystic
Parallel Tubes	
Sonoco Products Co (Climax-Lowell Div)	Mystic
Pharmaceutical Specialties	
Ernst Bischoff Company Inc	Ivoryton
Phosphor Bronze	
The Seymour Mfg Co	Seymour
The Bristol Brass Corp (sheet)	Bristol
The Miller Company (sheets, strips, rolls)	Meriden
Phosphor Bronze Ingot	
The Whipple and Choate Company	Bridgeport
Pipe	
The American Brass Co (brass and copper)	Waterbury
Howard Co (cement well and chimney)	New Haven
Crane Company (fabricated)	Bridgeport
Bridgeport Brass Co (brass & copper)	Bridgeport
Pipe Fittings	
Malleable Iron Fittings Co	Branford
The Corley Co Inc (300# AAR)	Plainville
Plastic Buttons	
Colt's Patent Fire Arm Mfg Co	Hartford
Waterbury Companies Inc	Waterbury
Plastics—Extruded	
Extruded Plastics Inc	Norwalk
Plastics—Moulders	
The Watertown Mfg Co	Watertown
Waterbury Companies Inc	Waterbury
Plastics—Moulds & Dies	
The Parker Stamp Works Inc (for plastics)	Hartford
Platers	
The Patent Button Co	Waterbury
The Plainville Electro Plating Co	Plainville
Platers—Chrome	
The Plainville Electro Plating Co	Plainville
The Hartford Chrome Corporation	Hartford
Nutmeg Chrome Corporation	Hartford
Platers' Equipment	
Apothecaries Hall Company	Waterbury
MacDermid Incorporated	Waterbury
Plumbers' Brass Goods	
Bridgeport Brass Co	Bridgeport
Scovill Manufacturing Company	Waterbury 48
Plumbing Specialties	
John M Russell Mfg Co Inc	Naugatuck
Pole Line	
Malleable Iron Fittings Co	Branford
Polishing Wheels	
The Williamsville Buff Mfg Co	Danielson
Postage Meters	
Pitney-Bowes Inc	Stamford
Presses	
The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic
Press Papers	
Case Brothers Inc	Manchester
Printing	
The Case Lockwood & Brainard Co	Hartford
The Heminway Corporation	Waterbury
The Walker-Rackliff Company	New Haven
Production Control Equipment	
Wassell Organization (Produc-Trol)	Westport
United Cinephone Corporation	Torrington
Propellers—Aircraft	
Hamilton Standard Propellers Div United Aircraft Corp	East Hartford
Propeller Fan Blades	
The Torrington Manufacturing Co	Torrington
Punches	
The Hoggson & Pettis Mfg Co (ticket & cloth)	New Haven
Putty Softeners—Electrical	
The Fletcher Terry Co	Box 415 Forestville
Pyrometers	
The Bristol Co (recording and controlling)	Waterbury
Quartz Crystals	
Crystal Research Laboratories Inc	Hartford
Radiation-Finned Copper	
The G & O Manufacturing Company	New Haven
Railroad Equipment	
The Vulcan Radiator Co (steel and copper)	Hartford
The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Millford
Rayon Yarns	
The Hartford Rayon Corp	Rocky Hill
Reamers	
The O K Tool Co Inc (inserted tooth)	Shelton
Recorders	
The Bristol Co (automatic controllers, temperature, pressure, flow, humidity)	Waterbury
Refractories	
Howard Company	New Haven
Regulators	
Norwalk Valve Company (for gas and air)	South Norwalk
Resistance Wire	
The C O Jelliff Mfg Co (Nickel chromium, kanthal)	Southport
Retainers	
The Hartford Steel Ball Co (bicycle & auto motive)	Hartford
Riveting Machines	
The Grant Mfg & Machine Co	Bridgeport
L-R Mfg Div of The Ripley Co	Torrington
The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport
Rivets	
The H P Townsend Mfg Company	Hartford
Rivets	
The Connecticut Manufacturing Company	Waterbury
Clark Brothers Bolt Co	Milldale
The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville
J. H. Sessions & Son	Bristol
The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport
The Raybestos Div of Raybestos-Manhattan Inc (iron)	Bridgeport
Rods	
The Bristol Brass Corp (brass and bronze)	Bristol
Scovill Manufacturing Company (Brass and Bronze)	Waterbury 91
Rubber Chemicals	
The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	Stamford
Rubberized Fabrics	
The Duro-Gloss Rubber Co	New Haven
Rubber Footwear	
The Goodyear Rubber Co	Middletown
United States Rubber Prod Inc (Keds, Kedetees, Gaytees, U S Royal Footwear)	Naugatuck
Rubber Gloves	
The Seamless Rubber Company	New Haven
Rubbish Burners	
The John P Smith Co	423-33 Chapel St
Safety Fuses	
The Ensign-Bickford Co (mining & detonating)	Simsbury
Saw Blades	
The Capewell Mfg Co (Hack Saw, Band Saw)	Hartford
Saws, Band, Metal Cutting	
Atlantic Saw Mfg Co	New Haven
Scales—Industrial Dial	
The Kron Company	Bridgeport
Scissors	
The Acme Shear Company	Bridgeport
Screws	
The Blake & Johnson Co (machine)	Waterville
Corbin Screw Div, American Hardware Corp	New Britain
Clark Brothers Bolt Co	Milldale
The Charles Parker Co (wood)	Meriden
Scovill Manufacturing Company	Waterbury 48
The Connecticut Mfg Co (machine)	Waterbury
Screw Machines	
The H P Townsend Mfg Company	Hartford
Screw Machine Products	
The Apex Tool Co Inc	Bridgeport
Chas E Lowe Co	Wethersfield
The Connecticut Manufacturing Company	Waterbury
Corbin Screw Div, American Hardware Corp	New Britain
The Blake & Johnson Co	Waterville
The Centerless Grinding Co Inc (Heat treated and ground type only)	Bridgeport
19 Staples Street	
The Eastern Machine Screw Corp	New Haven
Truman & Barclay Sta	Forestville
The Humason Mfg Co	Waterville
Geo W Fleming Co	Wallingford
The Greist Mfg Co (Up to 1 1/4" capacity)	New Haven
Scovill Manufacturing Company	Waterbury 91
Nelson's Screw Machine Products	Plantville
Sealing Tape Machines	
Better Packages Inc	Shelton
Sewing Machines	
The Geist Mfg Co (Sewing machine attachments)	303 Blake St New Haven
The Merrow Machine Co (Industrial)	Hartford
Shaving Soaps	
The J B Williams Co	Glastonbury
Shears	
The Acme Shear Co (household)	Bridgeport
Sheet Metal Products	
The American Brass Co (brass and copper)	Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
United Advertising Corp, Manufacturing Division (Job and Production Runs)	New Haven
Waterbury Companies Inc	Waterbury
Sheet Metal Stampings	
The American Buckle Co	West Haven
The Patent Button Co	Waterbury
I H Sessions & Son	Bristol
Waterbury Companies Inc	Waterbury
Shipment Sealers	
Better Packages Inc	Shelton
Showcase Lighting Equipment	
The Wiremold Company	Hartford
Shower Stalls	
Dextone Company	New Haven
Signals	
The H C Cook Co (for card files)	Ansonia
Silks	
Cheney Brothers	South Manchester
Sizing and Finishing Compounds	
American Cyanamid & Chemical Corp	Waterbury
Smoke Stacks	
The Bigelow Company (steel)	New Haven
Soap	
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
Solder—Soft	
Torrey S. Crane Company	Plantville
Special Machines	
The H P Townsend Mfg Company	Hartford
Special Parts	
The Greist Mfg Co (small machined, especially precision stampings)	New Haven
Special Industrial Locking Devices	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
Spinnings	
The Gray Manufacturing Company	Hartford
Sponge Rubber	
The Sponge Rubber Products Co	Shelton
Spreads	
Palmer Brothers Company	New London
Spring Coiling Machines	
The Torrington Manufacturing Co	Torrington
Spring Units	
American Chain & Cable Co Inc	Bridgeport
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport
Spring Washers	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Springs—Coil & Flat	
The Humason Mfg Co	Forestville
The Wallace Barnes Co Div Associated Spring Corp	Bristol
The Han-Dee Spring and Manufacturing Co (Coil and Flat)	Hartford
	(Adv.)

IT'S MADE IN CONNECTICUT

Springs—Flat
The Wallace Barnes Co Div Associated Spring Corp Bristol

Springs—Furniture
American Chain & Cable Co Inc Bridgeport
Owen Silent Spring Co Inc Bridgeport

Springs—Wire
The Connecticut Spring Corporation (compression, extension, torsion) Hartford
The Wallace Barnes Co Div Associated Spring Corp Bristol
New England Spring Mfg Co Unionville
J W Bernston Company (Coil and Torsion) Plainville

Springs, Wire & Flat
The Autyre Company Oakville

Stair Pads
Palmer Brothers Company New London

Stamps
The Hoggson & Pettis Mfg Co (steel) 141 Brewery St New Haven
The Parker Stamp Works Inc (steel & rubber) Hartford

Stampings
The Han-Dee Spring and Manufacturing Co (Small) Hartford
The Rogers Corporation (Fibre Cellulose Paper) Manchester

Stampings—Small
The Greist Manufacturing Company New Haven
Scovill Manufacturing Company Waterbury 91
The Wallace Barnes Co Div Associated Spring Corp Bristol
Waterbury Companies Inc Waterbury

Steel Castings
The Hartford Electric Steel Co (carbon and alloy steel) 540 Flatbush Ave Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
The Wallace Barnes Co Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order) Durham
Waterbury Companies Inc Waterbury

Steel—Magnetic
Cinaudagraph Corporation Stamford

Stereotypes
W T Barnum & Co Inc New Haven

Stop Clocks, Electric
The H C Thompson Clock Co Bristol

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
The Mullite Refractories Co Shelton

Surface Metal Raceways & Fittings
The Wiremold Company Hartford

Surgical Dressings
The Seamless Rubber Company New Haven
Acme Cotton Products Co Inc East Killingly

Surgical Rubber Goods
The Seamless Rubber Company New Haven

Switchboards
Plainville Electrical Products Co Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Tanks
The Bigelow Company (steel) New Haven

Tape
The Russell Mfg Co Middletown

Tap Extractors
The Walton Co 94 Allyn St Hartford

Taps, Collapsing
The Geometric Tool Co New Haven

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
The Bristol Co Waterbury

Textile Machinery
The Merrow Machine Co 2814 Laurel St Hartford

Textile Mill Supplies
Ernst Bischoff Company Inc Ivoryton

Textile Processors
The Aspinook Corp (cotton) Jewett City

Thermometers
The Bristol Co (recording and automatic control) Waterbury

Thin Gauge Metals
The Thinsheet Metals Co (plain or tinned in rolls) Waterbury

Thread
Max Pollack & Co Inc Groton
The American Thread Co Williamantic
The Gardiner Hall Jr Co (cotton sewing) Hartford
Wm Johl Manufacturing Co Mystic

Threading Machines
The Grant Mfg & Machine Co (double and automatic) Bridgeport

Time Recorders
Stromberg Time Corp Thomaston

Timers, Interval
The H C Thompson Clock Co Bristol

Timing Devices & Time Switches
M H Rhodes Inc Hartford

Timing Devices
Seth Thomas Clocks Thomaston
The United States Time Corporation Waterbury

Tinning
Wilcox Crittenden & Co Inc Middletown
The Thinsheet Metals Co (non-ferrous metals in rolls) Waterbury

Tools
The Hoggson & Pettis Mfg Co (rubber workers) 141 Brewery St New Haven
The O K Tool Co Inc (inserted tooth metal cutting) 33 Hull St Shelton

Tools, Dies & Fixtures
The Greist Mfg Co New Haven
The Parker Stamp Works Inc (special) Hartford

Toys
A C Gilbert Company New Haven
Pate and Company Branford
The Gong Bell Co East Hampton
The A F Holden Company
52 Richards Street West Haven (Main Plant)
The N N Hill Brass Co East Hampton
Waterbury Companies Inc Waterbury

Trucks—Industrial
George P Clark Co Windsor Locks
The State Welding Company Hartford

Trucks—Lift
The Excelsior Hardware Co Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms
The Excelsior Hardware Co (lift) Stamford

Tube Bending
American Tube Bending Co Inc New Haven

Tube Clips
The H C Cook Co (for collapsible tubes) 32 Beaver St Ansonia

Tubing
The American Brass Co (brass and copper) Waterbury
Scovill Manufacturing Company (Brass and Copper) Waterbury 91

Tubing (Extruded Plastic)
Extruded Plastics Inc Norwalk

Tubing—Heat Exchanger
Scovill Manufacturing Company Waterbury 91

Turret Lathe Products
Geo W Fleming Co Wallingford

Typewriters
Underwood Corporation Hartford

Typewriter Ribbons
Underwood Corporation Hartford

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

Union Pipe Fittings
The Corley Co Inc (300# AAR) Plainville

Vacuum Bottles and Containers
American Thermos Bottle Co Norwich

Vacuum Cleaners
The Spencer Turbine Co Hartford

Valves
Norwalk Valve Company (sensitive check valves) South Norwalk

Valves—Automatic Air
Beaton & Caldwell Mfg Co New Britain

Valves—Flush
Beaton & Caldwell Mfg Co New Britain

Valves—Relief & Control
Beaton & Caldwell Mfg Co New Britain

Varnishes
The Staminite Corp New Haven

Ventilating Systems
Colonial Blower Company Hartford

Vises
The Charles Parker Co Meriden
The Fenn Manufacturing Company (Quick-Action Vises) Hartford

Washers
The Blake & Johnson (brass, copper & non-ferrous) Waterville
American Felt Co (felt) Glenville
Clark Brothers Bolt Co Milldale
The Sessions Foundry Co (cast iron) Bristol
J H Sessions & Son Bristol
The Raybestos Div of Raybestos-Manhattan Inc (clutch washers) Bridgeport

Watches
Benrus Watch Co 30 Cherry St Waterbury
The United States Time Corporation Waterbury

Waterproof Dressings for Leather
The Viscol Company Stamford

Welding
The Porcupine Company Bridgeport
The State Welding Company Hartford
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven

Welding Rods
The Bristol Brass Corp (brass & bronze) Bristol

Wheels—Industrial
George P Clark Co Windsor Locks

Wicks
The Russell Mfg Co Middletown
The Raybestos Div of Raybestos-Manhattan Inc (oil burner wicks) Bridgeport

Wire
The Bristol Brass Corp (brass & bronze) Bristol
The Driscoll Wire Co (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
The Atlantic Wire Co (steel) Branford
The Platt Bros & Co (zinc wire) Waterbury
P O Box 1030
Rockbestos Products Corp (asbestos insulated) New Haven
Scovill Manufacturing Company (Brass, Bronze, and Nickel Silver) Waterbury 91

Wire Arches and Trellis
The John P Smith Co 423-33 Chapel St New Haven

Wire Baskets
Rolock Inc (for acid, heat, degreasing) Fairfield

Wire Cable
The Bevin-Wilcox Line Co (braided) East Hampton

Wire Cloth
The C O Jelliff Mfg Co (All metals, all meshes) Southport

Wire Drawing Dies
The John P Smith Co 423-33 Chapel St New Haven
Rolock Incorporated Fairfield

Wire Dipping Baskets
The John P Smith Co 423-33 Chapel St New Haven

Wire—Enameled Magnet
Sweet Wire Co Winsted

Wire Formings
The Autyre Co Oakville

Wire Forms
The Connecticut Spring Corporation Hartford
The Humason Mfg Co Forestville
The Wallace Barnes Co Div Associated Spring Corp Bristol
New England Spring Mfg Co Unionville

Wire Goods
The Patent Button Co Waterbury
The American Buckle Co (overall trimmings) West Haven
Scovill Manufacturing Company (To Order) Waterbury 91

Wiremolding
The Wiremold Company Hartford

Wire Reels
The A H Nilson Mach Co Bridgeport

Wire Partitions
The John P Smith Co 423-33 Chapel St New Haven

Wire Rings
The American Buckle Co (pan handles and tinner's trimmings) West Haven

Wire Shapes
Bridgeport Chain & Mfg Co Bridgeport

Woodwork
C H Dresser & Son Inc (Mfg all kinds of woodwork) Hartford

Yarns
The Ensign-Bickford Co (jute carpet) Simsbury

Zinc
The Platt Bros & Co (ribbon, strip and wire) P O Box 1030 Waterbury

Zinc Castings
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

ALLEN



TRU-GROUND DOWEL PINS

All you know to be symbolized by the ALLEN trade mark,—in metallurgy, precision workmanship, product-DEPENDABILITY,—all this applies to TRU-GROUND Dowel Pins in these particulars:

We make them of special-analysis ALLOY steel, heat-treated to an extremely hard surface, with a core of the *right* hardness to prevent "mushrooming" when driven into a tight hole.

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Ask your local ALLEN Distributor for samples and dimensional data... the same Distributor who serves you dependably with Allen Hex-Socket Screws.

THE ALLEN MFG. COMPANY
HARTFORD, CONNECTICUT, U.S.A.

Service Section

DIRECTOR OF INDUSTRIAL RELATIONS. University and Law Degrees—Currently employed for past five years as Industrial Relations Director in large manufacturing company. Can head up the Personnel Department in a plant of 5,000 or more. Salary not of first importance—Age 45. Address P. W. 1444.

COMPTROLLER—Executive, C.P.A. with exceptional diversified experience in practically all phases of finance, accounting, management and control, with nationally known corporations, desires to relocate in Connecticut. Address P. W. 1445.

PERSONNEL DIRECTOR—Recently discharged Army Captain with six years experience in civil life and 3½ years Army experience in personnel field desires executive position in industry. Experience covers all phases of personnel procedures and systems including labor relations. Address P. W. 1446.

FOR SALE—One No. 4A-CD Iron fireman automatic coal burner, with a coal feeding capacity of 375 lbs. per hour, complete with a 3 H.P. 220 volts, 3 phase, 60 cycle motor and all standard equipment for controls, condition very good. Address S. E. 990.

WANTED—No. 2 Excelsior foot presses with tapered hole in gate. Address S. E. 993.

WANTED—Electric Motors, 200—From 1/8 to 1/3 H.P. Address S. E. 999.

WANTED—Cold Rolled Steel in coils 4 or 5 temper thickness .028 to .035 widths 3 to 5" also same in straight lengths .032 to .035 thick 6 to 11" in width. Address S. E. 1001.

WANTED—A quantity of exterior plywood 4' x 8' sheets 3/16" or 1/4" thick. Address S. E. 1002.

FOR SALE—One 3 H.P. Eclipse Type D Standard Control Steam Boiler Plant No. 3—100 Controller Set 35 lbs. pressure with Steel Tubes, Pop Valve 50 lbs., Steam Gauge 75 lbs. for manufactured gas at 4" pressure—One No. 1-3514-3/4" McKee Gas Booster with 3/4 H.P. Motor for 220/3/60—One No. 8 S.G. 2" McKee Service Governor Set for 6" W.C. Outlet Pressure. Address S. E. 1005.

AVAILABLE FACILITIES—To produce forgings in equipment ranging from 800 lb. to 6500 lb. board hammers. Will assist in engineering and designing your forged parts. Address M. T. A. 298.

HAVE PRESS BRAKE FACILITIES—For heavy materials available. Address M. T. A. 307.

WOULD like to contact a manufacturer of household products, with a view of possibly taking over sales throughout country—have excellent connections in hardware, department store and mail order fields. Address S. A. 19.

SEEKING 8 or 10 small manufacturers who might be interested in representation in the Pacific Northwest. Address S. A. 20.

INTERESTED IN: Buying or leasing factory with approximately 50,000 sq. ft. lower Fairfield County—one floor if possible. Address R. E. 201.

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DEPENDABILITY IN CIRCUIT PROTECTION CANNOT BE "LEFT TO CHANCE"

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1945 RECORD BREAKING YEAR IN TELEPHONE HISTORY

Along with Victory, 1945 brought an unprecedented demand for telephone service throughout Connecticut. Here are some high spots of the year's operations.

★ ★ ★ ★

YOU MADE 768,860,875 CALLS

That was far more than we've handled in any previous year. Of these, 53,000,000 were toll calls — 65% more than in 1940, the last full peacetime year.

WE ADDED 1,242 MORE EMPLOYEES

Our returning servicemen and women helped to swell our ranks to a new high of 7,168. About two-thirds of our veterans were discharged by the year's end — and almost all of them have resumed work with us.

WE REDUCED OUR WAITING LIST

From 35,000 in mid-August, we brought the number of people waiting for telephone service down to 29,000 — in spite of 28,500 new applications received between V-J Day and the end of the year!

MORE REVENUE --- MORE EXPENSES

Total income rose to a new high — but total expenses broke all records, too. Yet rates for local service remain unchanged, and reductions in Long Distance rates to points more than 790 miles away saved Connecticut telephone users about \$469,000 a year!

★ ★ ★ ★

1946 WILL BEAT 1945

It appears that 1946 will be even bigger than last year. Our 1946 construction program — to cost over \$17,500,000 — will go far toward enabling us to give adequate and dependable telephone service to anyone, anywhere in Connecticut, at any time.

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